The NATIONAL UNDERWRITER

HELP PREVENT ACCIDENTS LIKE THIS

Because all accidents cannot be prevented, the man who was trying to "play it safe" carries adequate insurance protection. It is the insurance man's duty to point out hazards that can be covered by insurance. It is also his duty to point out those hazards that can be eliminated by the application of common sense. To help those whose livelihood comes from the sale of insurance. The Employers' Pioneer is published by The Employers' Group. Get a copy of the current issue. No obligation—just address your request to the Publicity Department, 110 Milk Street, Boston, Massachusetts.

THE EMPLOYERS' GROUP

110 MILK STREET, BOSTON, MASSACHUSETTS

THURSDAY, APRIL 1, 1937

"So you noticed some life insurance, Bob? Why did you do that?"

"Oh, I don't know, Mr. Reese. I've been solicited a lot, and it seemed like a good way of saving some money."

"Well, that's fine. I did the same thing when I was your age, and with no better reasons. But in a few years, when I got married, my insurance really began to mean something to me. Outside of my $5,000 policy, I didn't have another cent in the world to leave to Mary.

"Later, I took out some more life policies. They were for both of us. And we're getting an income from them now, coming in every month right on the dot. It doesn't vary a dollar either way from one month to the next.

"I'm still holding my original $5,000 policy for Mary, too. I wouldn't touch it—matter of sentiment. It was for Mary when we got married and it still is for her.

"My life insurance has kept me from worrying for 35 years, and it's still doing it. So hold on to that $5,000 policy you've got, and keep on getting more. And someday, when you're my age and go hunting with a young man, give him the same advice I'm giving you today."

Moral: Insure in The Travelers.

The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, Hartford, Connecticut. All forms of life, casualty, and fire insurance.

PASSENGER PIGEONS

A century ago the great naturalist, James Audubon, observed this species in such abundance that he did not believe its numbers would ever be greatly diminished. Yet the last passenger pigeon vanished twenty years ago.

If the fate of an entire species is unpredictable, how much more so are the fortunes of an individual. That is why the wise man, no matter how abundant his fortunes today, prepares for adversities that may befall tomorrow.

Moral: Insure in The Travelers. All forms of insurance. The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, Hartford, Connecticut.

INSURANCE is for him who wants to get ahead and stay ahead. Moral: Insure in The Travelers. The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, Hartford, Connecticut. All forms of life, casualty, fire and inland marine insurance.

HONORABLE MENTION

A salesman calls on a prospective purchaser. He makes a good presentation. Some of his reasons register. Some do not. The prospect is partially convinced but there is no sale.

Later he gets the ear, and possibly the eye, of the same prospect. He builds on the foundation which he laid previously. This time he may make a sale.

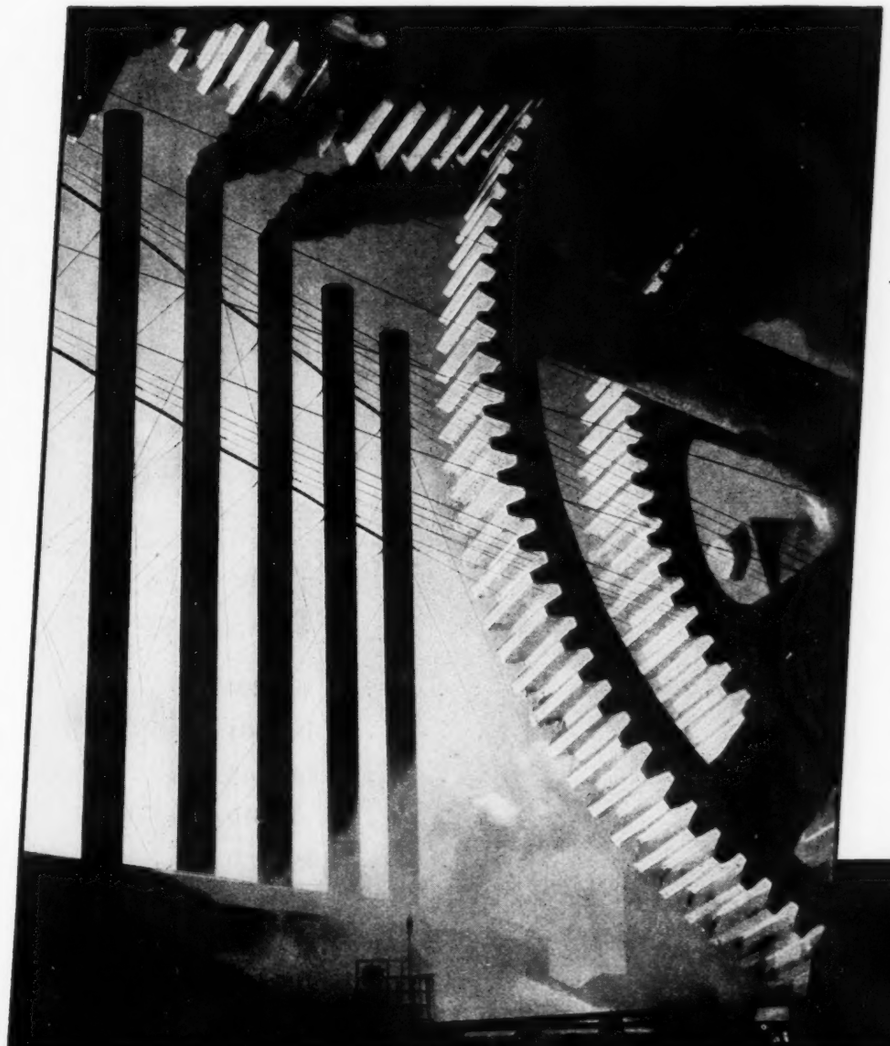
Sometimes he builds on foundations which others have laid. Sometimes others build on his foundations.

And sometimes he builds on foundations laid by insurance advertisements.

Three of the foundations which were laid for Travelers representatives in the pages of popular magazines last year were given Honorable Mention in The Annual Advertising Awards, formerly known as the Harvard awards, and for the past two years conducted by Advertising and Selling Magazine. This was in competition with the advertisements of all products and services—motor cars, foods, medicine, travel, etc.

The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, The Charter Oak Fire Insurance Company, Hartford, Connecticut.

THE NATIONAL UNDERWRITER. Published weekly (with one additional issue in April) by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill. Forty-first year. No. 13. Thursday, April 1, 1937. $4.00 a year, 20 cents per copy. Entered as second class matter, April 25, 1931, at post office at Chicago, Ill., under act of March 3, 1879.



THE WHEELS OF INDUSTRY ARE THE WHEELS OF CHANCE

Business management that overlooks Use and Occupancy insurance is gambling with a firm's future. » » Earnings are increasing. » » See that your clients are protected against the crushing losses caused by interruption of operations by fire, windstorm, explosion and riot.

Our tested sales plan for the development of U. & O. business, including mailing series and illustrated proposal, will help you. » » Ask our Fieldman or address our Special Service Department today.

For a better understanding of this important coverage, ask for our "Outline of Use and Occupancy Insurance."

AMERICAN & FOREIGN INSURANCE COMPANY
BRITISH & FOREIGN MARINE INSURANCE CO., LTD.
CAPITAL FIRE INSURANCE CO. OF CALIFORNIA
FEDERAL UNION INSURANCE CO.
THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD.
THE NEWARK FIRE INSURANCE CO.
QUEEN INSURANCE COMPANY OF AMERICA
ROYAL INSURANCE CO., LTD.
SEABOARD INSURANCE COMPANY
STAR INSURANCE CO. of AMERICA
THAMES & MERSEY MARINE INSURANCE CO., LTD.

ROYAL-LIVERPOOL GROUPS

150 WILLIAM STREET, NEW YORK, N. Y.

Organized 1875

ACCIDENT AND CASUALTY INSURANCE COMPANY
OF WINTERTHUR, SWITZERLAND
111 JOHN STREET
NEW YORK

Statement January 22, 1936

ASSETS

U. S. Treasury Bonds and Notes	$1,390,291.54
Other Bonds	484,505.00
Stocks	137,543.87
Accrued Interest	16,519.07
Cash in Banks	1,037,080.82
	$3,065,940.30

All Securities taken at Market Value January 22, 1936.

LIABILITIES

Voluntary Contingency Reserve		$ 565,940.30
Statutory Deposit, New York	850,000.00	
Net Surplus above Deposit	1,650,000.00	
Surplus to Policy Holders		2,500,000.00
		$3,065,940.30

NEAL BASSETT
United States Manager
111 JOHN STREET, NEW YORK

WEEKLY NEWSPAPER OF INSURANCE

The NATIONAL UNDERWRITER

Forty-first Year—No. 13 | CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, APRIL 1, 1937 | $4.00 Per Year, 20 Cents a Copy

O'Malley Relates Compromise Story

Says C. R. Street Broached Idea of Ending the Prolonged Litigation

STREET TESTIFIES, TOO

Details of the Conferences Are Related by Missouri Superintendent Testifying at Legislative Quiz

JEFFERSON CITY, MO., March 31.—Superintendent O'Malley has provided the main fireworks so far in the hearing being conducted by the Missouri house insurance committee into various aspects of the fire insurance rate cases. He revealed that Charles R. Street, vice-president Great American, made the first suggestion to him that the rate litigation should be compromised. He recalled that it was a decision of Circuit Judge Sevier of Cole county that brought Mr. Street to Jefferson City on the occasion when he proposed a compromise settlement.

Judge Sevier ruled at that time the companies had to pay interest on the unrefunded portion of the excess premiums collected between Nov. 15, 1922, and Aug. 1, 1929, in defiance of the 10 percent rate reduction order.

Inception of Negotiations

Mr. O'Malley at that time announced there would be an appeal from Judge Sevier's ruling. This claimed the attention of Mr. Street, and subsequently at a meeting in St. Louis he said: "I would like to discuss settlement of the whole proposition." The superintendent informed Mr. Street he would have to discuss that matter with Gov. Park, and he said he later called a Sunday afternoon conference in Jefferson City.

"Was it at this conference that you reached a tentative agreement?" J. M. Reeves, special counsel for the committee, asked.

"No," replied Mr. O'Malley. "We had bitterly complained about the cost to the state of the two matters in litigation." These were the so-called restitution case of the old 10 percent litigation and the new cases that grew out of the 16⅔ percent increase of June, 1930.

Gave Details of Proposals

"He maintained that the companies should have the entire impounded premiums," Mr. O'Malley continued, "insisting that the state ought to agree to that because of the substantial rate reductions the companies would put into effect.

"I reminded him that the circuit court master had awarded us one-fifth of the state impoundings, and said: 'You wouldn't want to take that, would you?' But he was explicit about the benefits

(CONTINUED ON PAGE 16)

Sit-Down Crisis Is Now Over, Many Are Convinced

Explosion Conference Completes Revision of Features in Riot Cover

NEW YORK, March 31.—At an extended meeting of the executive committee of the Explosion Conference, revision of the straight riot and civil commotion policy, together with supplemental contract, to which weeks of study had been devoted, was completed, and the result referred to the rates committee of the Eastern Underwriters Association for rate determination. Some managers believe the strike fever has about run its course, while others contend it is likely to flare up from time to time and a definite policy for dealing with the hazard from the insurance angle should be adopted. While the Explosion Conference has refrained from promulgating rate increases throughout the Detroit area, some companies are requiring triple rates there.

The principal change in the riot policy is the clear assumption of liability for malicious damage done during progress of sit-down strikes; for which an added charge will be imposed. That the E. U. A. will sanction the change is not assured.

—

When the workers in the Chrysler plant last week evacuated those properties, the feeling prevailed that the crisis of the sit-down strike was over and that although there might be further manifestations of this new technique of organized labor, yet the danger of a national calamity had been dispelled.

Most of the fire insurance officials share this feeling of relief. They still have the problem of treating with claimants, whose employes caused physical damage when they were in possession of the plant, and they have the even more perplexing problem of deciding how to redefine their liability in the light of the new hazard of the sit-down strike.

Variety of Claims

A variety of claims has already been presented. The largest loss was to the properties in Flint, Mich., of General Motors. They had full riot and malicious mischief coverage, so there is no question raised by the insurer as to its liability for the loss. The only question is whether certain damage is to be attributed to the acts of strikers or whether it amounts only to wear and tear. That loss is still in process of adjustment.

The same situation exists insofar as the Chrysler risk is concerned. That company carries its fire insurance in the factory mutuals under the form that covers only loss by fire and sprinkler leakage as a result of riot and bombing within the plant. The residual riot cover, together with the malicious mischief endorsement, is in stock companies. Very little damage was done in the

(CONTINUED ON PAGE 29)

Factory Association Makes Its Position as to Liability Clear

The Factory Insurance Association has prepared a statement of its position in respect of coverage provided in the riot policy in the light of the sit-down strike situation. F. I. A. has decided there is no liability for damage done in connection with such a strike unless all the elements of a riot are present. The recommendation is made that assured carry vandalism cover as well as riot and if they desire U. & O. protection that they purchase both riot and vandalism U. & O.

"The physical damage riot and civil commotion cover written by us, either by endorsement on the supplemental contract attached to a fire insurance policy, or by a separate riot and civil commotion policy," F. I. A. wrote, "is interpreted by us as follows:

What Is Not Covered

"(1) It is intended to cover in connection with general form or property damage insurance loss caused by riot, insurrection or civil commotion, including loss by pillage and looting at the place of and during the time of riot, insurrection, or civil commotion.

"(2) It is not intended to nor does it cover in connection with general form or property damage insurance:

"a. Indirect or consequential damage loss of any kind;

"b. Loss or damage caused by strik-

(CONTINUED ON PAGE 15)

Hotel Insurance Adviser Recommends Stock Cover

E. L. McManus, insurance counsellor for the American Hotel Association, at a meeting of hotel men in Chicago, made the recommendation that hotels patronize stock companies and place the responsibility for their insurance in the hands of a single agent or broker. He recited some unsatisfactory experiences that hotels had had when they divided their insurance among several agents or brokers. Stock fire companies, he declared, spend about $15,000,000 a year with hotels in expenses for conventions and for their traveling agents and inspectors. Accordingly, he said, it is only fair that the hotels reciprocate.

Mr. McManus estimated that hotels pay annual premiums of about $40,000,000. Of this amount $15,000,000 is for fire and $25,000,000 for public liability and compensation.

The meeting which he addressed was that of the Mid-West Hotel Show and Illinois Hotel Association.

Fire insurance rates on hotels have been reduced about 22½ percent in the last five years, he said.

Remove from Code Multiple Writing

Change in the Illinois Measure Affects Stock Companies Only

CONTROVERSIAL FEATURE

Under Another Amendment Casualty Companies Could Write the Personal Property Floater

SPRINGFIELD, ILL., March 31.—A number of amendments to the proposed code were introduced in the senate today. Chairman Keane of the senate insurance committee said they will be printed and distributed for discussion at next Tuesday's session. No public hearing will be held on them, he said, and each senator is expected to speak for his own amendment. Keane said an attempt will be made to advance the bill to third reading next Tuesday, and then call it up for passage on Wednesday.

—

The highly controversial feature in the Illinois insurance code which permits fire companies to write casualty business and casualty companies to write fire has now been amended. This multiple writing privilege is denied to stock fire and casualty companies in the amendment, but it is still given to mutuals and reciprocals.

Such an amendment was favored by the stock companies. Most of the larger companies would not be able to take advantage of the privilege anyway, because of the limitation of their charter powers and if they operate in New York by the ruling of the New York department that companies operating in that state may not write business in other states which they are not licensed to write in New York.

Personal Property Floater

The stock companies would have liked to have had the multiple writing section removed entirely from the code, but they were not in a position to ask that it be denied to other types of carriers.

Another amendment specifically permits casualty companies to write the householder's comprehensive policy or personal property floater, as it is sometimes called. This is a marine contract.

The marine people express some apprehension because of this amendment permitting casualty companies to write the personal property floater. They envisage the possibility that casualty companies, given this privilege, would enjoy a competitive advantage over the fire companies. This, for the reason that there is a rate control section, in the code applying to fire companies, but not to casualty.

Another amendment alters section 133

(CONTINUED ON PAGE 16)

Give Reinsurance in Force Data for Large Writers

In the table below is shown the reinsurance cessions of the larger fire companies as at Dec. 31, 1936, the information being taken from the annual statements filed in New York. Figures showing reinsurance in force of $25,000 or more are shown and in the entries the last three ciphers are omitted, and the titles of reinsurers are abbreviated. Professional reinsurance companies are designated by capital letters. For each company is given the total of its reinsurance in force of $25,000 or more with other companies and then the total reinsurance in force of that company in authorized and in unauthorized insurers. The figures are for reinsurance in force rather than for reinsurance cessions during the year.

* * *

Aetna Fire—Am., 25; Auto., 39; Boston, 29; Cont., 32; Fire. Fund., 47; Gr. Am., 45; Hfd., 52; Home, 66; N. A., 67; Lloyds 315; Natl., 46; N. B. & M., 33; Nor. Un., 26; Phoenix, Hfd., 40; Pied., 56; PILOT, 171; Royal, 48; Sec., Conn., 102; Spfld., 51; U. S., 30; World, 299. Total in auth. reinsurers, $1,860,230; total in unauth., $331,433.

* * *

American—Columbia, O., 877; Dixie, 472; Fire Assn., 384; Firemen's, 366; Hanover, 51; Home, 416; N. A., 387; INTL., 43; Lloyds, 201; Natl., 370; Reliable, 37; Roch. Am., 47; Royal, 27; SWISS RE., 391; Westches., 29; Am. Reins. Exch., 361; Reins. Cl. Hse., 1,220. Total in auth. reinsurers, $6,134,293; total in unauth., $201,156.

* * *

Automobile—Aetna, 78; Am. Reserve, 52; Boston, 56; Cont., 591; Federal, 64; Fid.-Phen., 519; Hfd., 298; Home, 33; N. A., 99; London Underwriters, 59; N. B. & M., 27; NORTH STAR, 32; Phoenix, Conn., 30; Standard, Hfd., 1,099; Aetna Cas., 84. Total in auth. reinsurers, $3,461,502; total in unauth., $59,877.

* * *

Hartford—Aetna, 151; Agric., 42; Am., 50; Am. Eagle, 103; Atlas, 32; Auto., 37; Citizens, 654; Coml. Un., Eng., 163; Cont., 157; Eagle Star, 45; Federal, 45; Fid.-Phenx., 53; Fire Assn., 25; Fire. Fund, 115; Gr. Am., 157; Hanover, 25; Home, 211; N. A., 241; K. C. F. & M., 66; L. & L. & G., 80; Lond. & Lanc., 34; Lloyds, 476; Natl., 45; N. Y. Und., 583; N. B. & M., 74; Northern, Eng., 32; Northwest. F. & M., 896; Nor. Un., 30; Phoenix, Eng., 32; Royal, 105; Sentinel, 42; Stonewall, 42; Trav. Fire, 37; Twin Cities, 436; U. S., 55; Westches., 28; Western, Can., 44; York., 36; Oil Assn., 722. Total in auth. reinsurers, $6,745,897; total in unauth., $599,411.

* * *

Continental—Aetna, 61; Agric., 29; Am., 39; Am. Eagle, 29; Atlas, 29; Auto., 38; Camden, 25; Coml. Un., Eng., 44; Federal, 25; Fid.-Phnx., 453; Fire. Fund, 66; First Am., 130; Glens Falls, 39; Gr. Am., 35; Hfd., 94; Home, 96; N. A., 94; L. & L. & G., 37; Natl., 65; Natl. Lib., 35; Niag., 213; N. B. & M., 49; Phnx., Hfd., 29; Royal, 100; St. Paul, 25; Spfld., 42; Sun, 27; Trav., 54; Re. Cl. Hse., 287. Total in auth. reins., $3,153,148; total in unauth., $18,928.

* * *

Fidelity-Phenix—Aetna, 29; Agric., 29; Am., 28; Cont., 214; Gr. Am., 49; Hfd., 40; Home, 76; N. A., 39; Natl., 38; Niag., 132; Royal, 38; Re. Cl. Hse., 214. Total in auth. reins., $1,729,214; total in unauth., $14,027.

* * *

Fire Association—Agric., 29; Am., 55; N. A., 84; Lumbermens, 2,357; No. River, 37; Phila. F. & M., 65; Phila. Natl., 992; Reliance, 1,869; Royal Ex., 41; Tokio, 51; U. S., 60; Westches., 78; Western, Can., 26. Total in auth. reins., $6,181,344.

* * *

Fireman's Fund—Aetna, 88; Agric., 146; Am., 91; Atlas, 29; Boston, 103; Camden, 81; Cont., 90; Eagle Star, 30; Fid.-Phnx., 137; Glens Falls, 90; Gr. Am., 30; Hfd., 32; Home, 27; Home F. & M., 192; N. A., 136; Lloyds, 385; New Hampshire, 54; N. B. & M., 30; Occidental, 152; Phnx. of Hfd., 78; Prov. Wash., 103; PRUDENTIAL, 297; Queen, 37; ROSSIA, 421; Royal, 44; St. Paul, 74; Sec., Conn., 60; Std. Mar., 26; SWISS RE., 297; Un. of Canton, 99; Westches., 103. Total in auth. reins., $3,785,279; total in unauth., $385,666.

* * *

Firemen's—Concordia, 2,541; Girard, 2,519; Mechanics, 223; Milwaukee Mech., 7,006; Natl. Ben. Fr., 2,541; ROSSIA, 315; Superior, 2,448; SWISS RE., 1,966; West. Sp. Risk., 141. Total reinsurance, $19,915,183.

* * *

Glens Falls—Agric., 99; Commerce, 229; Farmers of York, 49; Federal, 26; "Foreign Companies," 196; Granite State, 28; South Car., 68; Am. Reins. Ex., 241; Re. Cl. Hse., 755. Total in auth. reins., $1,957,608; total in unauth., $207,011.

* * *

Great American—Aetna, 78; Am., 107; Am. All., 3,602; Birmingham, 33; C. T. Bowring (Lond.), 43; Coml. Un., Eng., 28; Cont., 83; County, 811; Det. F. & M., 1,531; Fid.-Phnx., 34; Fire. Fund, 61; Hanover, 38; Hfd., 80; Home, 73; N. A., 81; Lloyds, 70; Mass. F. & M., 811; Natl., 29; Nat. Union, 32; N. Y. Und., 32; N. B. & M., 45; Northern Assur., 28; Phnx. of Hfd., 383; Prov. Wash., 34; Roch. Am., 1,531; Royal, 86; St. Paul, 28; Spfld., 322; Mortgage Cmsion. Fire Ins. Assn., 51; Am. Re Ex., 709. Total in auth. reins., $11,471,099; total in unauth., $123,214.

* * *

Hartford—Aetna, 151; Agric., 42; Am., 50; Am. Central, 33; Am. Eagle, 103; Atlas, 32; Auto., 37; Citizens, 654; Columbia, O., 32; Coml. Un., Eng., 163; Cont., 156; Eagle Star, 45; Federal, 45; Fid.-Phnx., 53; Fire Assn., 25; Fire. Fund, 115; Gr. Am., 157; Hanover, 25; Home, 211; N. A., 241; K. C. F. & M., 66; L. & L. & G., 80; Lloyds, 476; Lond. & Lanc., 34; Natl., 45; N. Y. Und., 583; N. B. & M., 74; Northern Assur., 33; Northwest. F. & M., 896; Nor. Un., 30; Phnx., Lond., 32; Royal, 105; Sentinel, 42; Spfld., 181; Stonewall, 42; Sun, 32; Trav., 37; Twin City, 436; U. S., 55; Westches., 28; Western, Can., 44; York., 36; Oil Ins. Assn., 722. Total in auth. reins., $6,745,897; total in unauth., $599,411.

* * *

Home—Aetna, 95; Agric., 68; Am., 45; Am. Eagle, 39; Auto., 52; Balto. Am., 28; Birmingham, 26; Boston, 32; Carolina, 1,228; City of N. Y., 4,127; Coml. Un., Eng., 112; Conn., 46; Cont., 127; Eagle Star, 65; Empire State, 26; Fid.-Phnx., 65; Fire Assn., 30; Fire. Fund, 113; Franklin, 11,916; GENL., FR., 40; Georg. Home, 1,654; Glens Falls, 51; Gr. Am. 51; Halifax, 1,114; Hanover, 55; Harmonia, 2,199; Hfd., 157; Homestead, 1,732; N. A. 155; INTL., 156; L. & L. & G., 82; Lond. Assur., 27; Lond. & Lanc., 34; Mercantile, 28; Natl., 82; Natl. Lib., 2,964; Nat. Un., 43; New Bruns., 2,784; New Hamp., 25; N. Y. Und., 32; Niag., 46; N. B. & M., 101; No. River, 29; NO. STAR, 78; Northern Assur., 36; Nor. Un., 26; Phnx. of Hfd., 51; Phnx. of Lond., 25; PILOT, 143; Queen, 31; Royal, 147; Royal Ex., 27; St. Paul, 52; Scot. U. & N., 44; SKANDINAVIA, 141; Southern, 2,201; Spfld., 65; Sun, 36; Trav., 1,255; U. S., 66; Westches., 59. Total in auth. reins., $36,962,557.

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North America—Aetna, 121; Agric., 58; Alliance, 179; Am., 66; Am. Eagle, 35; Atlas, 43; Auto., 87; Boston, 34; Caledonian, 27; Commerce, 25; Coml. Un., Eng., 78; Cont., 68; Eagle Star, 36; Farmers Mut., 31; Federal, 56; Fid.-Phnx., 29; Fire Assn., 47; Fire Fund, 124; GENL., 31; Glens Falls, 55; Gr. Am., 59; Hanover, 29; Hfd., 104; Home, 158; Lafayette, 253; Lloyds, 414; London Assur., 45; Lond. & Lanc., 404; Natl., 94; Natl. Sec., 59; Newark, 32; New York, 50; N. Y. Und., 27; Niag., 27; N. B. & M., 114; No. River, 39; Northern, Eng., 36; Nor. Un., 58; Penna., 40; Phila. F. & M., 169; Phnx., Hfd., 72; Phnx., Eng., 56; Prov. Wash., 25; Royal, 186; Royal Ex., 35; St. Paul, 57; Scottish U. & N., 40; Sec., Conn., 26; Spfld., 75; Sun. Eng., 36; Trav. Fire, 76; United Firemen's 157; U. S., 69; Westches., 30; World, 29; York., 45. Total in auth. reinsurers, $4,291,492; total in unauth., $434,371.

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L. & L. & G.—Capital, Cal., 26; Fed. Union, 61; Fire. Fund, 41; "Foreign

(CONTINUED ON PAGE 12)

Stirs Up Stand Against N. Y. Commission Measure

NEW YORK, March 31.—W. P. Barker, prominent New York insurance attorney, has wired the various agency and brokerage organizations in New York state, urging that they lobby against the bill to give the New York fire insurance rating organization specific authority to regulate commissions and brokerage.

Mr. Barker stated that he had been employed by more than 40 companies to oppose the legislation. Presumably his clients are non-affiliated institutions.

"Let us not be deceived as to the drastic and monopolistic possibilities which this bill offers," he warned. "One may well adhere to the highest ethics in the conduct of the insurance business as to premium rates, commissions and brokerage and yet on the basis of fundamental principle oppose the granting to any rate making body, privately organized and dominated, of such drastic control over the internal affairs of insurance companies as virtually: (a) to destroy all incentive to sound competitive management; (b) to violate all freedom of contract between company and agent; (c) to encourage restraint of trade and the development of monopoly; (d) to nullify mutuality of confidence and inter-dependence between company and agent; and (e) to render the whole question of commissions subject to departmental regulation and possibly political pressure.

Fears Bureaucracy Spread

"What is more important to the insurance business today is sound business management, intelligent competition, reasonable expense and loss ratios and above all that kind of departmental supervision which assures financially strong and solvent insurance companies without undue interference with internal affairs of companies, agents and brokers. The growth and spread of bureaucracy and monopoly is dangerous to any business and consequently companies, agents and brokers alike will regret the passage of this bill if enacted into law."

Big Fight Over Oklahoma Insurance Board's Status

WOULD ABOLISH SECRETARY

Insurance Committee of the House Has Deferred Action Pending Further Consideration

OKLAHOMA CITY, March 31.—The insurance committee of the Oklahoma house has deferred taking action on House Bill 407 pending further consideration. The measure seeks to abolish the office of the secretary of the state insurance board, now held by S. W. Philpott, make the attorney general the third member and transfer the secretary's duties to the assistant insurance commissioner. The other two members are Commissioner J. G. Read and State Fire Marshal W. C. Theimer. Mr. Read's office is elective. The other two are appointive. Both Messrs. Read and Philpott were called before the committee to testify. Mr. Read favored the bill on the ground that authority of the two bodies overlaps and causes duplication of work and confusion among the public and the insurance fraternity. Among other charges Mr. Philpott alleged that the board, of which the commissioner is president, had for some time been remiss in licensing and had permitted unsound companies to enter Oklahoma. This accusation was challenged by Mr. Read, who further stated that he had letters from former secretaries of the board favoring abolition of the office.

Ancel Earp, Oklahoma City agent, representing a group of casualty and fire agents who attended the hearing urged retention of the state insurance board in line with the present setup. Adoption of the measure is strongly opposed by the administration. Following the hearing Tuesday Mr. Read said that had it not been for active opposition of the governor whose appointee Mr. Philpott is the bill would have been reported out of committee Tuesday with a do pass recommendation.

Nebraska F. U. A. Meets

OMAHA, March 31.—About 75 members of the Nebraska Fire Underwriters Association attended a meeting here and made preliminary arrangements for new Business Development Office activities. C. D. Hohaus, St. Paul Fire & Marine, was named chairman of a committee to organize a study club among field men.

Another meeting has been called for April 12 at which F. S. Dauwalter, of the Business Development Office will speak.

Permanent Residence Cover

Under a ruling by Deputy Commissioner Justice of West Virginia, tourists and personal effects floaters shall not exclude protection against hazards while in the permanent residence of the assured.

Mercantile Fires Increase

Loss departments report that an increased number of mercantile fires of questionable character are being reported. Until rather recently, fires of this type practically disappeared, but in recent weeks, they say, an increase is noted.

Reece Soon Eligible For Reprieve

J. I. Reece, former commissioner of Tennessee, is eligible for reprieve on July 6. He is now in state prison. He was sentenced in 1935 after he was convicted of larceny of about $100,000 in bonds of "blue sky" division of the insurance department. He has been employed in the shirt shop and recently was made a trusty.

Raymond T. Smith, vice-president Alfred M. Best & Co., Chicago, was a San Francisco visitor last week.

THE WEEK IN INSURANCE

Factory Association issues statement as to what riot policy is and is not intended to do in light of sit-down strikes. **Page 3**

* * *

Insurance Superintendent O'Malley of Missouri, at legislative inquiry into various phases of the **fire insurance rate cases** of his state, related details of the conferences leading up to the compromise settlement. **Page 3**

* * *

Important changes in **Illinois code bill** are contained in amendments. **Page 3**

* * *

Rehabilitation of **Atlas Mutual** is completed and assets are turned back to company. **Page 5**

* * *

Attempt is being made to abolish position of secretary of **Oklahoma state insurance board.** **Page 4**

Reinsurance in force among large writers is reported. **Page 4**

* * *

List of prominent people in fire insurance head offices who had **western training.** **Page 5**

* * *

Many present at opening of new office building of the **Kansas City Fire & Marine.** **Page 6**

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Inland marine premiums and losses from 1921 to 1936 inclusive are shown. **Page 29**

* * *

Public official bond production and underwriting factors are outlined by W. R. Evans at Kansas City. **Page 33**

* * *

Monopolistic compensation and occupational disease bill in Illinois causing much concern. **Page 34**

Assets of Atlas Mutual Are Turned Back to Company

REHABILITATION COMPLETED

Reinsurance Deal Between Atlas and Equitable Fire Underwriters Approved on Certain Conditions

KANSAS CITY, March 31.—Rehabilitation of the Atlas Mutual under Superintendent O'Malley has been completed and Circuit Judge Ridge has turned back the assets to the company.

The reinsurance contract under which Atlas took over Equitable Fire Underwriters, a Rankin-Benedict reciprocal, was approved by the court on certain conditions. Authority of Rankin-Benedict to act as attorney-in-fact for the reciprocal was revoked, and Equitable subscribers were perpetually enjoined from conducting an insurance business under the Equitable name.

Finds Merger Took Place

The legal effect of the reinsurance contract between Atlas and Equitable Nov. 7, 1935, the court found, was a merger of assets and liabilities.

The court ruled that in order to preserve the equities, the total assets and liabilities of Equitable must be determined and an accounting made by Atlas of the administration of Equitable assets after deducting reasonable charges for proper administration.

At the time of making the contract, the court said, Atlas is liable to Equitable subscribers in the sum of $169,671. But surplus of Atlas on March 11, 1937, was only $131,958.

Surplus Credits Arrangement

The court ruled that 25 percent of the present value of surplus credits should be made available to Equitable subscribers upon demand within a year. An additional 25 percent shall be made available each year for a period of four years on the condition, that "in the event in the final run-off of the business acquired by Atlas from Equitable there is a profit realized from such business sufficient to restore the original value of surplus deposits to the credit of subscribers at Equitable, any profit in excess of this amount shall be retained by Atlas, but in the event of a loss, the ability of the defendant company to pay said liability . . . shall be determined by the amount of assets originally taken over then remaining and the experience on the business reinsured under said reinsurance agreement."

The court ordered Atlas to send assumption certificates to all policyholders of Equitable and Manufacturing Lumbermen's Underwriters, now defunct, whose policies have been reinsured by Atlas and are now in force. Via Equitable, Atlas took over more than $200,000 of MLU business just prior to the reinsurance deal between Atlas and Equitable.

Permanent Agencies Contract

Judge Ridge canceled the contract of Permanent Agencies, Inc., which originally was entered into by Atlas with H. W. Monahan, vice-president Rankin-Benedict Underwriting Company. O'Malley's objection to it was that nothing was done to earn the 10 percent paid under it by Atlas.

O'Malley was ordered as temporary receiver to pay to Atlas $17,488, the only part of Equitable assets not turned over to Atlas under the reinsurance agreement, after the superintendent has deducted the expenses of rehabilitation.

The court found that W. L. Lee, C. H. Isbell, H. C. Fielder and J. M. Biddle were elected directors for 2-year terms in January.

Under the rehabilitation, R. C. Hook becomes chairman; Lee, president; Isbell, vice-president; Fielder, secretary, and Biddle, assistant secretary. These directors will elect four other directors: J. B. Edwards, lumberman, Oakdale, La.; J. H. Kurth, Jr., Kurth Lumber Manufacturing Company, Lufkin, Tex.; C. F. Thompson, lumberman and for many years a member of MLU's advisory committee, Springfield, Ill., and Guy B. Park, former governor and attorney for O'Malley in the proceeding, who will represent the department.

Atlas has plenty of money to pay subscribers and losses, Park assured the court.

Testimony of several department examiners was that the Atlas saved $54,000 under a 3-year reinsurance agreement with Lloyds of London and Chicago. The agreement terminated in 1936.

Under the rehabilitation plan, 167 policyholders of the mutual had put up the $50,000 guaranty fund, it was brought out.

Examiners testified also that it was customary for a mutual to reinsure the business of a reciprocal.

New Manager

HERBERT F. ELLEN

H. F. Ellen, new United States manager of the Yorkshire group, is a native of London and has been associated with that company since 1926 when he was made manager at Rio Janeiro. He has acted as underwriting manager of the United States branch and is held in high regard.

Judgment for Libel Against "Insurance Index" Upheld

The Alfred M. Best Company of New York was sustained in the Illinois appellate court in its $2,500 default judgment for libel against the "Insurance Index," James E. Dunne, the president, and C. D. (Pete) Dunne, editor. The "Insurance Index" published a cartoon in its issue of Sept. 15, 1934, picturing Mr. Best with a pistol in his hand, the inference being that he was holding up insurance companies in his rating plan. When the case came up in the lower court in Chicago a default judgment was rendered, because of the non-appearance of the defendants. Later the "Insurance Index" endeavored to have this judgment set aside and a new trial granted, on the ground that James E. Dunne had instructed his lawyer to take charge of the legal features and then declaring that the lawyer had not done his duty. The Dunnes and "Insurance Index" appealed to the appellate court after the lower court refused to rescind its action.

W. A. Earls, Cincinnati local agent, who with Mrs. Earls has been sojourning at St. Petersburg, Fla., for a number of weeks, has arrived home.

Western Trained Men at Many of Eastern Offices

One cannot go to a head office or general office of a fire insurance company in the east these days without realizing that in almost every case an executive or department head occupying a prominent position had his training at least in part, in the old Western Union territory. He may not have been a native of the great open spaces but he traveled there during part of his career, worked in some general office, so that he received his insurance education in that section, at least in part. There is something in the ozone of the west that has developed leading underwriters. They became independent in judgment, they accepted responsibility, they grew in mental and business stature. THE NATIONAL UNDERWRITER presents a list which is not complete, but it is significant in showing how prominent the central west has been in its contribution of man-power to the high places. The list is:

List of Westerners

Agricultural—H. F. Waterman, secretary; W. A. Seaver, vice-president and secretary.

Accident & Casualty—Neal Bassett, U. S. manager.

America Fore—B. M. Culver, president.

American Home—W. F. Watson, vice-president.

American, N. J.—P. B. Sommers, president; L. E. Falls, vice-president.

Automobile—Alfred Stinson, vice-president; Olaf Nordeng, secretary.

Century—John Hosking, assistant manager.

Commercial Union—F. W. Koeckert, manager; D. E. Monroe, C. F. Rupprecht and Oscar Gleiser, assistant managers; L. Micklesen and A. E. Perry, general agents.

Camden Fire—E. S. Thompson, secretary-treasurer.

Caledonian—R. T. Sweeney, assistant manager.

Corroon & Reynolds—R. R. Wilde, secretary; Frank L. Stabler, assistant general agent.

* * *

Eagle Star & British Dominions—H. G. Casper, manager; B. A. Jochen, assistant manager.

Excelsior—R. C. Hosmer, president.

Firemen's—J. R. Cooney, president; W. B. Rearden, executive vice-president, Archibald Kemp and Herman Ambos, vice-presidents.

Fidelity & Guaranty Fire—F. A. Gantert, vice-president; H. E. Helm, secretary.

Fire Association—O. E. Lane, president; J. V. Herd, vice-president; R. S. Winnard, general agent.

Globe & Rutgers—F. A. Hubbard, president.

Home, N. Y.—Leonard Peterson, secretary; W. F. Beyer, vice-president; Ivan Escott, vice-president; Arnold Grasse, assistant secretary. D. H. Moore, assistant secretary National Liberty.

Hanover—Montgomery Clark, president.

Hartford Fire—R. M. Bissell, president; C. S. Timberlake, marine vice-president.

* * *

Merchants Fire, N. Y.—A. C. Noble, chairman of the board.

Meserole Group—A. E. Heacock, vice-president.

National Union—J. M. Thomas, president; H. A. Yates, vice-president.

New Hampshire Fire—A. D. Yeaton, secretary.

New York Underwriters—R. L. Tanner, secretary.

Northern, Eng.—Earl Patton, western secretary.

Northern, N. Y.—R. L. Parsons, secretary.

North British & Mercantile—R. L. Mouk, A. E. Murdock and John L. Mylod, secretaries; H. V. Tisdale and L. S. Bryant, general agents.

Norwich Union—Hart Darlington, manager; W. M. Frink, assistant manager; K. S. Ogilvie, western general agent.

Phoenix, Eng.—J. A. Bennett, western general agent.

Phoenix, Conn.—F. C. Gustetter and G. W. Holton, vice-presidents-secretaries; Roy E. Eblen, and W. M. Shaw, vice-presidents; Lee Ross, vice-president; C. A. Snow, assistant secretary.

Providence Washington—F. B. Luce, vice-president.

Potomac—T. C. Moore, vice-president.

Rhode Island—Leo Riggs, general agent.

Rossia—C. A. Rich, vice-president.

Royal-L. & L. & G.—H. T. Cartlidge, deputy U. S. manager; M. H. Grannatt and H. C. Conick, assistant U. S. managers; E. W. Hotchkin, western manager; H. D. Forrester and H. F. Gregg, assistant managers.

Scottish Union & National—T. R. Fletcher, assistant secretary.

Swiss Reinsurance—Rodney Davis, manager.

* * *

Sun—Elliott Middleton, secretary.

Standard, N. J.—F. J. Breen, president.

Travelers Fire—R. D. Safford, vice-president; W. C. Kirkland, superintendent of agents; H. C. Bean, secretary; H. H. Quimby, assistant secretary.

Tokio—J. A. Kelsey, manager.

Union of Canton—Walter L. Maillot, assistant manager.

* * *

MISCELLANEOUS

F. S. Dauwalter, manager Business Development Office; Fred A. Rye, manager Improved Risk Mutuals; H. N. Kelsey, reinsurance broker; J. H. Doyle, general counsel; T. A. Fleming, superintendent conservation department; A. W. Nelson, assistant to manager, National Board; H. M. Hess, manager New York Fire Insurance Exchange; G. W. Lilly, manager Fire Companies Adjustment Bureau; J. R. Dumont, manager Interstate Underwriters Board; W. S. Crawford, insurance editor "New York Journal of Commerce"; C. F. Howell, editor "Weekly Underwriter"; Clarance Axman, editor "Eastern Underwriter"; R. E. Richman, Hartford, vice-president The National Underwriter; Mr.. Nora Vincent Paul, New York City, vice-president The National Underwriter; R. B. Mitchell, New York City, assistant editor, The National Underwriter.

More Particulars Given of New Lloyds Instrumentality

The "Review" of London gives further particulars about Additional Securities, Ltd., which is a new instrumentality of London Lloyds. The "Review" asserts that the formation of this concern is an extremely important step on the part of Lloyds towards removing the obstacles in their way in the foreign field.

The capital of Additional Securities is £365,000 in 25,000, 4 percent non-cumulative redeemable corporate shares of £10 each, of 240,000 A, 600,000 B, and 80,000 C ordinary shares of 2s. 6d.

It is formed with the object of transacting business as financiers, bankers, capitalists, concessionaires, contractors, merchants, etc., and to adopt an agreement with the corporation of Lloyds and the members of Lloyds. Additional Securities may not carry on any insurance or reinsurance business within the meaning of the assurance companies act, 1909, the industrial assurance act, 1923, the road traffic acts, 1930 and 1934, air and navigation act, 1936, nor reinsurance of any risk under any class of assurance business to which these acts refer. Its purpose is to enable Lloyds to make deposits and in general to comply with the formality required before Lloyds underwriters are allowed to undertake insurance business in foreign countries.

The new facilities, according to the "Review," should be especially valuable in South America, where it is claimed there is a large market for Lloyds hitherto not touched, owing to the impossibility of Lloyds underwriters complying with individual state insurance laws.

The new company is largely financed by Lloyds non-marine underwriters. It will assume certain liabilities and contract certain duties which will enable business to be transacted without contravening national or state laws.

Many Present As Guests of Kansas City F. & M.

KANSAS CITY, March 31.—The new home office building of the Kansas City Fire & Marine at Eleventh and Central streets here formally bowed to the insurance fraternity Monday, and to the public on Tuesday. Approximately 200 company executives, agents and field men from all parts congratulated the company and its management group, R. B. Jones & Sons.

On hand to welcome guests were M. T. Jones, president; Cliff C. Jones, chairman of the board; Bryson Jones and Cary Jones, executives, and firm members of R. B. Jones & Sons, Moulton Green, J. R. Sydnor, R. L. Stewart, W. S. Mann, John Starr, Reid Cloon and John T. Fahy.

Prominent Executives Present

Among the prominent executives who attended the opening, the luncheon and dinner in the evening were F. C. White, vice president Hartford Fire; C. R. Street, vice president and western manager Great American fleet; Henry Collins, manager Ocean Accident & Guarantee; E. A. Warnica, assistant secretary Standard Accident; W. H. Lininger, vice president and western manager Springfield Fire & Marine; Edward St. John, vice president National Surety; E. D. Lawson, western marine manager Fireman's Fund; C. W. Miller, president Preferred Risk Fire; W. R. Kirk, executive special agent, North British; C. E. Wheeler associate western manager Hartford Fire, E. C. Staunton and J. W. Burden of the Hartford Fire, Chicago; Secretary John Koenig, Royal Exchange, New York City; F. M. Gund, western manager, Crum & Forster; H. D. Donnan, manager mill and elevator department, Hartford Fire, J. E. Foster, vice president National American, Omaha.

Number of Agents on Hand

A number of agents attended the opening, many of them from this section, some of them from other parts of the country. Among them was C. A. Abrahamson, Omaha, president of the National Association of Casualty & Surety Agents; Glenn Charlton, Lawrence, Kan.; C. H. Ritter, Denver; T. E. Braniff, Oklahoma City. Present also was R. E. O'Malley, Missouri superintendent of insurance.

J. C. Nichols, nationally known realtor and a director of the Kansas City Fire & Marine, spoke at the dinner. He told the story of its founding, its growth and increasing importance to Kansas City and the country. The company was formed about eight years ago. W. T. Grant, president of the Business Men's Assurance, is another director who was on hand for the opening Monday.

With the fire and marine carrier and the Jones agency in the new building are field offices of the Great American, Royal Exchange, Springfield Fire & Marine, Hartford Fire, and North British.

Other Guests Present

Others who attended the opening include:

George Eresch of Beloit, Kansas; Harry Mills, Clinton, Mo.; Velma Wray, Salina, Kan.; R. R. Osborne, Olathe, Kan.; E. C. Hauser, Milwaukee; L. P. Sherman, Leavenworth; Saul Erlich, Denver; R. J. Noble and Max A. Noble, Wichita; C. S. Baston, Warrensburg, Mo.; L. W. Willis, Abilene, Kan.; A. N. Young, Abilene, Kan.; D. H. Holke, Higginsville, Mo.; G. E. Shank, Jr., Topeka; Dee Mosby, Liberty, Mo.; H. R. Colbert, St. Louis; Fred Greef, Pittsburg, Kan.; G. H. Spears, Ottawa, Kan.; E. C. Lupton, Lawrence, Kan.; Henry Kraft, Nevada, Mo.; Robert Hauck, Topeka; J. E. Knotts, Joplin, Mo.; R. M. Covington, Topeka; Earl B. Higbee, Wichita; J. A. Jones, Marshall, Mo.; F. L. Stewart, Chillicothe, Mo.; J. D. Stewart, Chillicothe, Mo.; W. S. Whitford, Topeka; L. Vezina, Montreal, Can.; A. L. Blickenstaff, Hutchinson, Kan.; Kueben Miller, Hutchinson; G. D. Hussey, Topeka; James Brier, Topeka; Erwin Keller, Topeka; O. D. Butcher, Topeka; R. Z. Hazard, Wichita; Curtman Maupin, Topeka; E. H. Fikes, Topeka; R. F. Stephens, Western Factory of Chicago; D. J. Dickens, Duncan & Mount, New York City; J. H. Morrisey, Hartford Fire, Chicago; R. G. Tanger, North British; R. T. Frazier, Manufacturers Casualty; A. H. Kaiman, Omaha; M. J. Rebholz, St. Louis; A. H. Grupe, Jones & Whitlock, Chicago; John D. Weise, Thomas T. North Adjustment Co., Chicago; J. E. Wilkinson, Cassville, Mo.; J. O. Willis, Lawrence, Kan.; H. C. Collins, Decatur, Ill.

LEGISLATIVE • DIGEST •

The North Carolina and Nevada legislatures have adjourned and the New York and New Jersey legislatures have recessed until April 5.

QUALIFICATION

Michigan—Senate bill 194 sets up new qualifications and mandatory examination with $5 fee for new agents and solicitors.

Missouri—Resident agents qualification bill has been introduced by Senator Lewis.

Rhode Island—A bill has been introduced in the house requiring registration of all insurance adjusters. * * * Another bill gives the insurance department the same power over sub-agents it now has over insurance agents. The sub-agents would have the right of appeal to the courts in case the department refuses to issue licenses.

Idaho—The agents' qualification law has been signed by Governor Clark. It provides for a $10 examination fee.

MUTUALS

Oklahoma—A group of 20 or more persons may organize to carry mutual insurance on agricultural products, according to a new measure introduced in the Oklahoma legislature. Minimum of 50 risks, amounting to a total of $25,000 would be required. The directors would have authority to fix liability per acre for the various crops placed under insurance, and to establish the rate of insurance.

Michigan—A bill exempting from assessment by insolvent mutuals or reciprocals members having loss claims against such carriers has been introduced.

SUPERVISION

Nebraska—The insurance committee has rewritten the bill backed by the insurance department restricting proceedings for injunctions and appointment of receivers to proceedings brought by the insurance director or attorney-general. It provides that any complaints against insurance companies must be first filed with the department, and that pleadings must allege facts with the same detail as in pleadings filed in a judicial proceeding. Pending a hearing the director must make an examination of company records in order to ascertain facts connected with the charge, and his decision is binding unless an appeal is taken. Courts are forbidden to entertain any actions interfering with the company doing business unless the director or attorney general bring them, actions by judgment creditors excepted. Complete procedure before the director and on appeals is outlined. The bill also amends a section relating to agents by changing "license" to "authorization," and provides for a fine up to $50 for any agent or up to $500 for any company that violates any provision of the insurance law.

Iowa—The house has passed a bill requiring that deposits of foreign companies must be worth one and two-thirds of their loan value instead of the present double loan value provision. . . . The house has passed a bill providing that 5 percent of the deposits required by the state insurance department may be in cash, certified check or certificate of deposit.

Vermont—The senate has gone on record in favor of repealing the statutory provisions that fire insurance companies shall not pay losses within 45 days.

Maine—Considerable support is being secured for a bill establishing an insurance fund for state owned property. . . . The perennial bill for the consolidation of the departments of banks and banking with the Maine insurance department came up for hearing. A saving of $10,000 is claimed. . . . The senate has enacted a bill to provide for assessments of premium notes on mutual fire insurance contracts and limiting liability to 25 percent of the gross assets of the mutual companies. . . . Governor Barrows has signed bills defining membership in mutual fire companies and providing notification by the agent or by mail of mutual fire assessment delinquencies shall be deemed legal notice.

Oregon—The salary of the insurance commissioner has been increased to $5,000 in a bill signed by Governor Martin.

Minnesota—Separation of the insurance department and the fire marshal's office is proposed in a bill.

GENERAL

Rhode Island—The Roberts bill in the senate creates a state board to incorporate insurance companies. At present this is a function of the legislature.

Iowa—Governor Kraschel has signed the anti-fireworks bill.

Missouri—The house has passed the Joseph bill providing that fire insurance companies may insure property against loss or damage from the breaking of pipes, pumps, sprinklers used for fire protection purposes.

Honor for Arthur Davenport

Executives and fellow-members of the North America head office, tendered a surprise dinner to A. V. Davenport, marking his 25th year of service with the company. Mr. Davenport, who is manager of the automobile department, has spent his entire business career with the North America starting as a clerk in 1912. A feature of the celebration was a telegram shower from North America representatives in all parts of the country.

Much Optimism on Coast

ST. PAUL, March 31.—Fire and casualty company representatives all along the Pacific Coast are optimistic over the outlook for the balance of this year, according to A. F. Soucheray, Jr., vice-president First Bancredit Corporation, who has just returned from that section.

Increased income and restoration of property values are reasons for their optimism, Mr. Soucheray said. He added that he found keen interest among company representatives and local agents all along the coast in the premium financing plan which the First Bancredit is now providing on fire and casualty lines. He said that at various meetings he attended on the coast he found more selling enthusiasm among agents than he has noted in several years.

Mr. Soucheray said more than 300 fire and casualty companies have now adopted the First Bancredit's financing plan.

Licensing Laws Sometimes Backfire, the Agents Find

Agency qualification and licensing laws don't always work out in the way that is expected of them. Those who promote such legislation do so on the theory that it will reduce rebating, discourage part-timers from going after the business and in other ways improving the situation for the full-fledged agent. As a matter of fact, in the practical administration of the law, insurance departments find it very difficult to deny licenses to any but a few applicants.

Some observers find that a good many persons who in the past had expected to get some sort of a split in the commission, will go to the trouble of getting a license when a qualification law goes into effect. Then, having become a licensed agent or broker, they will regard themselves as entitled to the full commission and on additional types of insurance. Such a transformation comes over automobile dealers and salesmen particularly. If there is not a licensing law, a good many of these salesmen will expect to receive some sort of a quid pro quo from the insurance agent if the dealer aids in the sale of insurance for the agent, either by directing the automobile buyer to him or by supplying the agent with the names of buyers.

Perhaps the automobile salesman will expect a commission of 10 percent from the insurance agent. But, if there is a licensing law, the automobile salesman is very likely to go to the trouble of getting licensed. He has been counting on his division of insurance commissions in the past to supplement his regular earnings and he may feel that he has to have that income, even at the expense of becoming a licensed agent or broker. Then, having become licensed, he is likely to ask for the full commission on the insurance and, in addition, a commission on his other insurance. He may also be tempted to develop other insurance on the side.

Crop Insurer Is Organized

The Sowers Plan Crop of Topeka is the title of an insurance company chartered in Kansas. It is being promoted with the idea of offering insurance on wheat crops on the basis of the cost of production. Kansas will be divided into five regions for rate making purposes. A. L. Sowers is the organizer.

Many B. D. O. Contacts in Illinois

The Illinois Association of Insurance Agents business development committees alone have, with the aid of their Chicago office, contacted 4,774 agents in the campaign now being waged.

The Illinois association membership drive opened this week. The Chicago office has received several membership applications. The goal set is 100 new members. Increased interest is felt throughout the state due to the many activities being sponsored. Many inquiries are being received from agents due to the aggressive campaign of education and legislation.

Pike for Bait

ST. PAUL, March 31.—Four hundred choice baby pike will be the bait that St. Paul will offer the National Association of Insurance Agents at Omaha to get the fall meeting for St. Paul. The Insurance Exchange of St. Paul has arranged to provide the fish course at the Omaha dinner and it will be the best that Minnesota can furnish in the fish line, says H. S. Matteson, exchange secretary.

Harry A. Fisher, veteran Dallas agent, died there. He would have been 50 years old on April 6. Mr. Fisher started in insurance at 16 with I. Reinhardt & Son, remaining 27 years, then opening his own agency.

America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,

AMERICA FORE INSURANCE INDEMNITY GROUP

and Indemnity Group

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

BERNARD M. CULVER, President
FRANK A. CHRISTENSEN, Vice-President

New York, N.Y.

NEW YORK CHICAGO SAN FRANCISCO ATLANTA DALLAS MONTREAL

Convict Briton of Selling Lloyds Contract in N. Y.

A British subject has been found guilty in special sessions, New York county, of placing insurance on New York risks with London Lloyds, thus violating the insurance laws. He is Cecil Elliott, who has been in this country about seven years. Sentence will be pronounced Friday.

His activities were disclosed when one of his assured complained to the insurance department that Lloyds had denied liability for a burglary loss. The assured was B. D. Shoostine, who operated Rochelle Salon, 553 Fifth avenue. He told the department he had been buying his insurance from Elliott for several years.

Elliott's defense was that he represented Shoostine and that he had placed the business with a broker in London and not with Lloyds. Although there was testimony that Elliott received a fee from Shoostine, there was no evidence that he received a commission from the alleged London broker or from Lloyds.

N. Y. Insurance Society Slate

NEW YORK, March 31.—For officers of the New York Insurance Society, the nominating committee recommends: President, W. E. McKell, vice-president American surety; first vice-president, H. H. Reed, general manager North America; second vice-president, J. J. King, president Hooper-Holmes Bureau; secretary, E. R. Hardy, secretary-treasurer Insurance Institute of America; treasurer, F. F. Koehler.

Launch Campaign for Byrne

A campaign has been started to elect J. M. Byrne, Jr., as city commissioner of Newark. He is head of a prominent agency and president of the Merchants & Manufacturers Fire.

New Fire Film Stresses False Alarm Evil Vividly

"Sounding the Alarm" is the title of a new talking picture announced by the Automobile and the Standard of Hartford. The film, soon to be released for showings to community groups and public and private schools sets forth in vivid fashion the serious consequences which often result from false alarms turned in by thoughtless or irresponsible persons.

A recent survey made by the two companies discloses that almost every city has on record a number of cases in which firemen have been killed or injured while responding to a false alarm. A report prepared by the fire department of Minneapolis indicates that more persons have been killed or injured in that city as a result of false alarms than from legitimate fire calls.

In addition to the menace against human life, false alarms involve a considerable expense, since each one reported costs from $50 to $350 each, according to official estimates. False alarms also are often responsible for taking equipment away from their stations at a time when they may be needed for answering a bona fide call.

The survey shows that false alarms often run as high as 20 percent of the total number of alarms turned in. Approximately 75 percent of the offenders responsible are children of school age. The remaining 25 percent are chiefly intoxicated persons, unbalanced individuals or persons who bear a grudge against an official or former employer.

Miscellaneous Notes

R. J. Hamilton of Eaves & Hamilton, Battle Creek, Mich., agents, is a candidate for mayor in the election April 5.

The **Virginia Association of Insurance Agents** held a regional meeting at Roanoke, Va., Wednesday of this week.

The infant son of **Douglas F. Stickles,** Lakefield, Minn., local agent, died in a hospital there.

New York Court Finds a Tug Boat to Be a Vehicle

Just when it seemed that it was definitely decided by the preponderance of court decisions and opinions of claim men that a power boat was not a self-propelled vehicle under provisions of the supplemental or extended fire coverage, comes along Francis Rowe, marine department manager of Strom, Carlson & Lauer, Chicago, who cites a finding of the New York supreme court in Nassau county only a year ago that a tug boat was in fact a water vehicle. This goes contrary to other decisions that a vehicle is only a conveyance on land.

The case was Wilfred L. Hinkle and Frank R. Finlayson vs. Globe & Rutgers Fire. In this case the plaintiff's pleadings were based on the theory the tug boat was a self-propelled water vehicle.

The Globe & Rutgers counsel contended the tug was not a vehicle. The damage involved was to a wharf in collision with the tug. A marine protection and indemnity policy was in force. Section 109 of New York insurance law permits proceeding directly against the liability carrier in case of bankruptcy of a vessel owner insured under an indemnity policy.

Judgment was secured against the Marine Transit Corporation which operated the tug "Empire" but the corporation was adjudged a bankrupt prior to entry of judgment, whereupon plaintiff sued the insurance company in New York supreme court. Thus this case was heard in a civil and not an admiralty court. In this case the case of Hansen vs. Continental Insurance Company (262 N. Y., 136) was cited, in which the opinion stated, "Manifestly a marine risk must contemplate a water vehicle, such as a tug boat."

The Globe & Rutgers moved for judgment on the pleadings, which was denied, thus making clear the court's conviction a boat was a vehicle.

REJECTED RISKS

One of the most formidable forces in the modern world—the common skunk—appears finally to have met its match in the comprehensive automobile policy, and consequently loss departments may now add "skunk damage" to their list of hazards. Recently an owner left his car on a highway for a few minutes. He heard dogs barking and, investigating, found he had left a door open and the hounds had "treed" the little black and white kitty in the tonneau. Finding the problem of burying the car too much for him, the owner put in a claim, and the car was completely reupholstered and refinished after considerable ventilation.

—

A chiseler—One who knows a letter is over weight and yet puts on a three cent stamp, throwing postage due on the recipient.

—

The millenium—If state legislatures and Congress would meet once only in four years.

—

A pet peeve—To see some ambitious or over-zealous chap at a meeting or banquet force all listeners to arise in tribute to a second string speaker.

Escape Heavy Vessel Loss

NEW YORK, March 31.—Marine underwriters have escaped a heavy loss on the S. S. "Volunteer" which was in distress 1,000 miles off the Japanese coast, but was brought under control by the crew. The vessel itself is worth about $300,000 and carries $1,750,000 worth of cargo, most of which is cotton.

Reinsurance of Fire and Allied Lines

NORTH STAR
INSURANCE COMPANY

90 JOHN STREET, NEW YORK • 200 BUSH STREET, SAN FRANCISCO

E. H. BOLES, *Pres.* · JESSE E. WHITE, *Vice-Pres.* · A. R. W. WANG, *Vice-Pres. and Secy.* · ROBERT B. CROFTON, *General Agent*

Financial Statement, December 31, 1936

Assets

Cash in Banks		$ 371,710.25
Investments:		
Bonds	$1,478,822.49	
Common Stocks	2,396,395.00	
Mortgage Loans	38,500.00	
Real Estate	7,500.00	
Total		3,921,217.49
Balances due from Ceding Companies (not over 90 days due)		149,349.17
Accrued Interest		10,880.92
Total Admitted Assets		$4,453,157.83

Liabilities

Reserve for Claims and Claim Expenses		$ 211,483.33
Reserve for Unearned Premiums		1,003,813.90
Reserve for Commissions, Taxes and Other Liabilities		120,093.02
Voluntary Reserve		700,000.00
Capital	$ 600,000.00	
Surplus	1,817,767.58	
Surplus to Policyholders		2,417,767.58
Total		$4,453,157.83

Bonds and stocks owned are valued in accordance with the requirements of the New York State Insurance Department, viz.:—Bonds on an amortized basis, stocks at December 31, 1936 market quotations. If bonds owned were valued on the basis of December 31, 1936 market quotations, Total Admitted Assets would be increased to $4,517,015.34 and Voluntary Reserve to $763,857.51. · Securities carried at $172,332.11 in the above statement are deposited as required by law.

THE HOME

INSURANCE COMPANY

NEW YORK

WILFRED KURTH, President

FIRE

AUTOMOBILE

MARINE

and Allied Lines

of Insurance

STATEMENT—DECEMBER 31, 1936

ASSETS

Cash in Banks and Trust Companies	$ 14,591,105.54
United States Government Bonds	3,760,456.08
All Other Bonds and Stocks	113,875,077.46
Premiums uncollected, less than 90 days due	6,256,948.68
Accrued Interest	209,306.00
Other Admitted Assets	1,066,307.00
	$139,759,200.76

LIABILITIES

Capital Stock	$ 14,500,000.00 †
Reserve for Unearned Premiums	44,874,929.00
Reserve for Losses	6,427,749.00
Reserve for Unpaid Reinsurance	1,857,664.65
Reserve for Taxes and Accounts	2,500,000.00
Contingency Reserve	5,000,000.00 †
NET SURPLUS	64,598,858.11 †
	$139,759,200.76

NOTE: On the basis of December 31, 1936 market quotations for all Bonds and Stocks owned the total admitted Assets would be increased to $144,389,684.22, the Net Surplus to $69,229,341.57 and the Surplus as regards Policy-holders to $88,729,341.57. Securities carried at $2,619,964.00 and cash $50,000.00 in the above statement are deposited as required by law.

SURPLUS AS REGARDS POLICY-HOLDERS
$84,098,858.11†

Strength «» Reputation «» Service

Indemnity
Insurance Co.
OF
North America
PHILADELPHIA

•

CASUALTY
FIDELITY
SURETY

•

CAPITAL $1,000,000

•

Unquestioned Financial Stability.
Unique, Convenient Policies.
Complete, Efficient Service.
All Modern Coverages.

•

Combination Automobile Policy, Combination Residence Policy and Complete Golfer's Policy issued jointly with allied fire companies.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

BROKER WRONGED, FELLER ARGUES

In an address before the Brooklyn Brokers' Association, S. R. Feller, insurance attorney and former first deputy superintendent of New York, contended that the recently adopted separation and boycott rules of the New York Fire Insurance Exchange are unfair to the broker. He contended it is inequitable for an organization that excludes brokers from membership to make rules governing their conduct. Without a voice, he declared, their livelihood may be destroyed.

He suggested that the brokers' organization seek statutory recognition of brokers as a unit in the insurance field with authority to lay down and enforce standards of conduct and rules of fair play. Under the new rules of the exchange, he observed, the regulation of brokers will be exclusively by agents and companies. The granting of this right to agents of companies, he contended, is as unfair as to give to an organization whose membership is exclusively employers the right to dictate the terms and conditions of labor or vice versa.

* * *

LONDON ASSURANCE BOOK

The London Assurance group has put out a new edition of its booklet, "Insurance Survey Service," which attracted much attention when it was first issued. It has been entirely rewritten. Not only does it deal with insurance surveys but rather broadly with insurance salesmanship. These booklets are published for free distribution to agents and others engaged in insurance work. The London Assurance is at 99 John street, New York.

* * *

NEED CAREFUL UNDERWRITING

There are a number of demands for strike, riot and civil commotion insurance and malicious mischief and vandalism but underwriters say that many agents make the mistake of creating trick coverages for their policyholders, hoping that they can put the application over on their companies and thus curry favor with the assured. They will offer a line without reinsurance. For instance, a case in point is where there are values of $10,000,000 and insurance of $800,000 is offered. There are various combinations and offers that are made. Keen underwriters say that money can be made out of this class providing the underwriting is done intelligently and conservatively. Otherwise there is liable to be considerable sorrow in the results.

* * *

PIERCE SEES NEW LOSS TREND

Vice-president C. W. Pierce of the America Fore companies makes the observation that the fire loss estimates of the National Board for 1936 represent the sharpest percentage increase in one year, as compared with the preceding year, in 16 years. Unless the 1936 loss estimate is later revised downward, the loss for that year will be the greatest of any year since 1932. It was the first year in which there was an increase over the preceding year, since 1932. It marked the reversal of a five year downward trend in losses.

Among the factors for the increase that Mr. Pierce cites are expanding employment and industrial activity, rising values of all types of buildings and stocks of goods.

Mr. Pierce states that property owners should be advised to consider carefully the probable replacement cost of property today. Insurance based on values fixed at depression levels, will be often inadequate today in event of loss, he states.

* * *

CONSIDER NEW CONSTITUTION

The General Brokers Association of New York City met Wednesday to consider adoption of the revised constitution and by-laws.

* * *

W. J. Roberts & Co., United States managers of the Standard Marine and Union of Canton and marine managers of the Orient, have moved their office to 59 John street, New York City.

Commissioners of Zone 1 Ponder Examination Setup

Commissioner Blackall of Connecticut had a meeting in his office of representatives of insurance departments in Zone 1, which was staked off in connection with the recently adopted program for conducting convention examinations by the National Association of Insurance Commissioners. At that meeting, the various aspects of the procedure to be followed, were discussed. Those present were: C. A. Wheeler, chief examiner New York; Deputy Commissioner Gough, New Jersey; Commissioner Cummings of Rhode Island; Commissioner Hemenway, Vermont; Deputy Commissioner J. C. Keenan, Rhode Island; R. O. Hooker, actuary and F. A. Norton, chief examiner Connecticut.

Those present agreed that zone 1 should conform to the policy outlined by the commissioners' convention, that is, each zone will be represented at the bigger convention examinations and the examiners so employed should be regularly employed as departmental representatives.

They agreed that occasions might arise when employment of outside help might be desirable. Such men should be of actuarial experience. With small companies, enforcement of the full requirement of the convention policy should not be insisted upon. The charges for services should be reasonable.

HOLD SESSION IN N. Y.

NEW YORK, March 31.—Commissioners from a number of states, mainly southern, were in session here Monday and Tuesday, reputedly considering practices of company examinations.

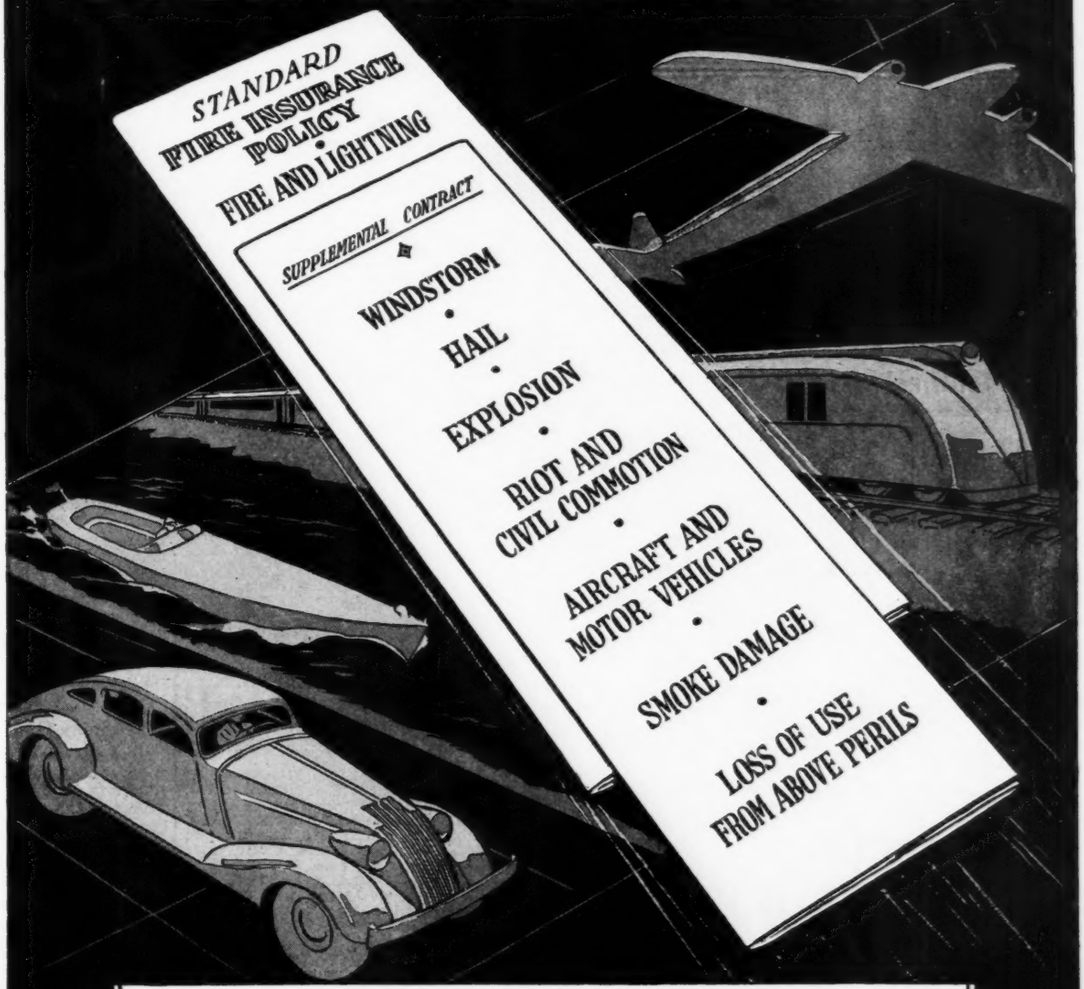
Large Turnout for Hail Meeting in Minneapolis

About 150 field men, adjusters, local agents and others interested in the hail business from North Dakota, South Dakota and Minnesota gathered in Minneapolis Monday and Tuesday of this week for a meeting under the auspices of the Western Hail & Adjustment Association. This is one of a series of such meetings that the association is conducting this year. The practice of holding such gatherings is being revived after a lapse of five years. J. H. Macfarlane, secretary of the America Fore in Chicago and president of the hail association, attended the Minneapolis meeting. Other hail department executives from Chicago included T. G Dahl, Great American; Jacob Nelson, America Fore; B. E. Thorp, Hartford; L. H. Bridges, Home; S. K. Bjornson, Rain & Hail Bureau.

Several Canadian hail people went to Chicago for a few days following the annual meeting of the Canadian Hail Underwriters Association in Toronto. They also attended the Minneapolis meeting and one or two of them went from there to attend similar gatherings in Great Falls, Edmonton and Regina. Mr. Bjornson is also attending those three meetings.

The Canadian representatives at Minneapolis included Grover C. Edwards, America Fore, Regina; G. A. Ewart, Rain & Hail Bureau, Regina; F. L. Thornton, America Fore, Regina; J. F. McQueen, Great American.

Streamline YOUR FIRE POLICIES



BRING YOUR FIRE POLICIES UP TO DATE

INSURANCE, like everything else, is subject to progress, just as automobiles, trains and other means of transportation of former days have all been improved and made more efficient.

Our regular FIRE insurance policies are brought up to date by the NEW "SUPPLEMENTAL CONTRACT," and are now as far ahead of the old fashioned, simple fire policy as the new streamlined conveyances are ahead of the old stage coaches.

LOYALTY GROUP

Firemen's Insurance Company of Newark, New Jersey – ORGANIZED 1855

The Girard Fire & Marine Insurance Co. ORGANIZED 1853
The Mechanics Insurance Co. of Philadelphia " 1854
Superior Fire Insurance Company " 1871
The Metropolitan Casualty Insurance Co. of N.Y. " 1874
Milwaukee Mechanics' Insurance Company ORGANIZED 1852
National-Ben Franklin Fire Insurance Co. " 1866
The Concordia Fire Insurance Co. of Milwaukee " 1870
Commercial Casualty Insurance Company " 1909

WESTERN DEPARTMENT
844 RUSH STREET, CHICAGO, ILLINOIS.

CANADIAN DEPARTMENT
461 BAY STREET, TORONTO, CANADA

EASTERN DEPARTMENT
10 Park Place
Newark, New Jersey

PACIFIC DEPARTMENT
220 BUSH STREET, SAN FRANCISCO, CAL.

SOUTH-WESTERN DEPT
912 COMMERCE STREET, DALLAS, TEXAS

REINSURANCE IN FORCE EXHIBIT

(CONTINUED FROM PAGE 4)

Brokers," 25; GENL., FR., 28; Hfd., 25; Home, 38; N. A., 28; No. River, 27; Royal, 18,561; Spfld., 65; Star, 113; Thames & Mersey, 52. Total in auth. reins., $19,612,590; total in unauth., $34,206.

* * *

National—Aetna, 61; Agric., 133; Am., 38; Atlas, 31; Coml. Un., Eng., 63; Cont., 47; Eagle Star, 26; Fire Assn., 29; Fire. Fund, 48; Frank. Nat., 403; Granite State, 25; Gr. Am., 30; Hamilton, 27; Hfd., 55; Home, 91; N. A., 93; Lloyds, 334; Lond. & Lanc., 27; Merch. & Trad., 1,133; N. Y. Und., 31; N. B. & M., 39; No. River, 33; Northern Assur., 186; Palatine, 28; Phoenix of Hfd., 35; Prov. Wash., 74; PRUDENTIAL, 410; Royal, 59; Royal Ex., 35; Spfld., 39; SWISS RE., 1,579; Transcont., 403; Trav., 36; U. S., 50; Westches., 41; York., 55. Total in auth. reins., $6,132,726; total in unauth., $355,265.

* * *

National Union—AM. RES., 109; Birmingham, 77; Employers, 28; Lloyds, 121; NORTH STAR, 105; Prov. Wash., 43; ROSSIA, 219. Total in auth. reins., $944,517; total in unauth., $125,673.

* * *

North British & Mercantile—Am., 32; AM. RES., 263; CH. GENL., 97; Commonwealth, 59; EAGLE, N. J., 35; Fid. & Guar. Fire, 25; GENL., FR., 34; Hfd., 79; Home, 41; Homeland, 113; Lloyds, 59; Lond. & Lanc., 387; Mercantile, 46; Nat. Un., 25; New Zealand, 34; Northwest. Nat., 33; Penna., 89; ROSSIA, 93; Royal, 42; SKANDIA, 196; SKANDINAVIA, 97; Sun, 167; SWISS RE., 194; York, 57. Total in auth. rein., $2,969,326; total in unauth., $139,783.

* * *

Pearl—Am. Eq., 65; Century, 42; Chicago Lloyds, 159; EAGLE, N. J., 45; Eureka-Sec., 3,237; Hardware Mut., Minn., 1,452; INTER-OC. RE., 202; JUPITER GENL., 316; Knickerbocker, 143; Lloyds, 845; Lumber Mut., Boston, 44; Minn. Implement Mut., 726; Monarch, 3,221; Switzerland Genl., 313; Western Sprl. Risk Assn., 424. Total in auth. reins., $10,535,631; total in unauth., $1,019,129.

* * *

Phoenix of Hartford—Aetna, 38; Auto., 26; Conn., 9,653; Eq. F. & M., 1,930; GENL., FR., 32; Gr. Am., 122; Hfd., 33; N. A., 28; London Underwriters, 172; N. B. & M., 35; PRUDENTIAL, 37; Sec., Conn., 27; Sentinel, 31; Spfld., 55; York, 54; Am. Re. Ex., 420; Re. Cl. Hse., 611. Total in auth. reins., $13,676,785; total in unauth., $191,010.

* * *

Queen—Aetna, 50; British Traders, 33; Fid.-Phnx., 27; Fire. Fund, 44; L. & L. & G., 42; Maritime, 40; Royal, U. S. Br., 10,497; Royal, home office, 904. Total in auth. reins., $11,105,420; total in unauth., $973,855.

* * *

Royal—Aetna, 71; Am., 28; Am. & For., 1,565; Auto., 32; Capital, Cal., 253; Coml. Un., Eng., 58; Cont., 46; Eagle Star, 210; Fed. Union, 1,079; Fire. Fund, 52; GENL., FR., 219; Glens Falls, 30; Gr. Am., 62; Hfd., 49; Home, 88; N. A., 76; INTL., 192; Lloyds, 214; L. & L. G., 16,884; Lond. & Lanc., 30; Natl., 53; Newark, 5,524; NEW INDIA, 192; N. B. & M., 73; Phnx. of Hfd., 45; Phnx., London, 220; PRUDENTIAL, 964; Queen, 11,959; Royal Ex., 25; St. Paul, 34; Scot. U. & N., 26; SKANDIA, 960; Spfld., 40; Star, 3,232; Trav., 48; U. S., 25. Total in auth. reins., $45,097,217; total in unauth., $234,348.

* * *

Springfield—Aetna, 55; Agric., 140; Am., 27; Boston, 54; Glens Falls, 25; Gr. Am., 65; Hfd., 52; Home, 28; N. A., 59; INTL., 60; INTER-OC. RE., 26; Lloyds, 54; Mich. F. & M., 2,568; Natl., 46; New England, 641; Phoenix, Hfd., 75; PILOT, 347; Royal, 49; Sentinel, 640; SKANDINAVIA, 232; U. S., 35; Am. Re. Ex., 728. Total in auth. reins., $6,588,768; total in unauth., $64,376.

* * *

St. Paul—Am., 102; Century, 75; Eagle of N. Y., 76; Gr. Am., 25; Mercury, 1,244; Milwaukee Mech., 40; N. Y. Und., 101; NORTH STAR, 97; Prov. Wash., 46; Royal, 35; Royal Ex., 42; Sec., Conn., 66; Am. Re. Ex., 341; Re. Cl. Hse., 452. Total in auth. reins., $3,116,502.

* * *

Travelers Fire—GENL., FR., 58; Home, 27; Trav. Indem., 450. Total reinsured, $1,101,218.

* * *

U. S. Fire—Agric., 90; Allmnia., 194; Am., 30; Brit. Am., 35; Cont., 29; Federal, 30; Foreign Underwriters, 39; Fire Assoc., 135; Hfd., 25; Home, 32; Indem. Marine, 55; N. A., 59; INTER-OCEAN RE., 39; Natl., 32; N. B. & M., 46; No. Riv., 373; Northern Assur., 29; Nor. Un., 30; Richmond, 88; ROSSIA, 38; Royal, 71; Royal Ex., 66; Seabd., 37; SKANDINAVIA, 31; Southern, 126; Std. Marine, 25; Sun, 48; Tokio, 128; Trav., 27; U. S., 102; Westches., 487; Western, Can., 101; York., 93; Factory Assn., 53. Total in auth. reins., $3,590,752; total in unauth., $54,433.

1794 1937

THE INSURANCE COMPANY OF THE STATE OF PENNSYLVANIA

PHILADELPHIA, PA.

ANNUAL STATEMENT December 31, 1936

Reserve for Unearned Premiums	$1,920,780.68
Reserve for Losses Under Adjustment	194,625.69
Reserve for Taxes and all other Claims	107,228.45
Contingency Reserve	100,000.00
CASH CAPITAL	1,000,000.00
NET SURPLUS	2,112,660.17
TOTAL ASSETS	$5,435,294.99

SURPLUS TO POLICYHOLDERS $3,112,660.17

Bonds and stocks are valued on basis approved by National Association of Insurance Commissioners. On basis of market quotations, the total Admitted Assets would be $5,548,777.75 and the Policyholders' Surplus $3,226,142.93.

Acquire

THE OLD "STATE OF PENN"

Statements of the London Group Companies Analyzed

E. W. Nourse, U. S. manager of the London Assurance and head of the Manhattan Fire & Marine and Union Fire, calls attention to the fact that the largest single investment of the London is United States government securities representing 30 percent of the assets. Government, state and municipal bonds are nearly 36 percent. Seven percent of the assets is in cash. Shrinkage in insurable values and rate reductions caused a loss in fire premiums of $227,000, but the London increased its total premiums 3.58 percent and secured 100 new agencies.

The Manhattan has 37 percent in federal government bonds and its total government, state and municipal bonds are 43 percent. Its premiums increased over 9 percent and it secured 100 new agencies. For every dollar of liability the Manhattan has $3.61 of assets.

The Union's premiums increased 6 percent and the agency plant was considerably enlarged. It has more than 29 percent in federal bonds. Its total government bonds are 33 percent.

Cincinnati '36 Fire Loss

CINCINNATI, March 31.—Total fire losses in Cincinnati in 1936 amounted to $640,981 as compared to $311,569 in 1935, according to the salvage corps estimate. The observation is made that the total loss for the two years is only about half of the $2,000,000 loss suffered in the Mill creek fire during the recent flood. Insurance loss in 1936 is given as $613,961. outside of Cincinnati in Hamilton county losses totaled $226,614.

Pearl Seeks Suit Dismissal

An answer has been filed by the Pearl to the $100,000 suit of Stacey Brothers Gas Construction Company in Cincinnati district court. Stacey Brothers seeks to collect for alleged windstorm loss to a gas holder that it was erecting for the Ford Motor Company at Dearborn, Mich. Pearl asks dismissal of the suit. It contends the policy covered only direct damage from windstorm, not losses resulting from it.

Florida O. K.'s the Floater

Commissioner Knott of Florida has approved issuance of the personal property floater, but in emasculated form. The fire and wind hazard may not be covered while the property is in the assured's residence, except as to scheduled jewelry, fine arts and furs. Such policies may be written effective May 1.

The Grandview Realty Company of Spokane, Wash., has been consolidated with the **Grandview Investment Company**. J. R. Haasze is in charge of the insurance department.

HANOVER

85th ANNUAL STATEMENT, DECEMBER 31, 1936

ASSETS	
United States Government Bonds (Direct & Guaranteed)	$ 2,473,506
Municipal Bonds	1,059,830
Railroad Bonds	1,228,210
Public Utility Bonds	1,345,076
Industrial and Miscellaneous Bonds	300,014
Stocks	10,087,809
*Total Bonds and Stocks	$16,494,445
Cash on Deposit and in Office	817,521
Real Estate and Mortgages	208,462
Agency Balances not over 90 days due	705,124
Bills Receivable, Accrued Interest and Other Assets	200,370
Total Admitted Assets	$18,425,922

LIABILITIES		
Reserve for Unearned Premiums		$ 4,548,418
Losses in Process of Adjustment		507,903
Reserve for all other Liabilities		622,570
Capital	$4,000,000	
Net Surplus	8,746,031	
*Policy Holders' Surplus		12,746,031
Total		$18,425,922

Bonds and stocks valued on New York Insurance Dept. basis. On basis December 31, 1936, market quotations for all bonds and stocks, total admitted assets would be increased to $18,831,882 and policyholders' surplus to $13,151,991.

Securities carried at $238,700 in the above statement are deposited for purposes required by law.

Net Surplus increased since January 1, 1936, $1,895,800

$4,000,000 CAPITAL JAN. 1, 1937 $12,746,031 POLICYHOLDERS' SURPLUS $18,425,922 ASSETS LOSSES PAID SINCE ORGANIZATION $84,945,095

The HANOVER FIRE INSURANCE COMPANY *of New York* *Montgomery Clark, Pres.*

HEAVY LOSS—but for One Man's Persistence

"You bet I was scared," smiled Dr. Anstruther as he regaled his club cronies with the story, "and if you could have seen the car you'd know why. I was lucky to get out alive—and lucky also that, thanks to *one man's* persistence, the car was fully insured.

"That *one man* showed me that ordinary auto insurance doesn't begin to cover the possible hazards. Under my old fire and theft policy, for instance, I couldn't have collected on this windstorm damage . . . nor on flood, riot, plate-glass, vandalism, tornado, or malicious mischief. My new Comprehensive Policy covers all these and more . . . gives me complete protection."

The *one man* of this story was an F. & G. FIRE representative—again demonstrating that the agent or broker who persists in selling his clients needed protection is acclaimed for his persistence when a loss occurs.

Consult your Agent or Broker as you would your Doctor or Lawyer

F. & G. FIRE

FIDELITY & GUARANTY FIRE CORPORATION *affiliated with* UNITED STATES FIDELITY & GUARANTY COMPANY

HOME OFFICES, BALTIMORE

U. S. F. & G.

News of Field Men

Will Honor Ohio Veterans

Blue Goose Will Have an Anniversary Celebration to Pay Tribute to Old Timers

In the absence of Walter Plangman, most loyal gander of the Ohio Blue Goose, who has been transferred to Arkansas, Allen C. Guy of Columbus, manager Western Adjustment, acting most loyal gander, will preside at the 30th anniversary celebration of the Ohio pond, which will be held in Columbus April 6. C. M. Cartwright, Chicago, THE NATIONAL UNDERWRITER, will be toastmaster. Among the guests will be W. T. Benallack, secretary Michigan F. & M., past most loyal grand gander, and R. E. Vernor of the Western Actuarial Bureau, Chicago, whose father was one of the visiting ganders who inducted the Ohio members into the Blue Goose at the charter meeting. Special honors are to be shown the charter members who are still active, the life members of the Ohio pond and those who have been members for 25 years or more.

Charter Members

Charter members who are still active: C. F. Barnard, San Francisco; Geo. H. Bell and John Driehs, Illinois; B. T. Duffey, W. B. Goodwin, M. F. Grim, R. T. Huggard, A. W. Jones, Dana E. Latimer, John R. Woodin, H. B. Matt, W. H. McGarvey, W. A. Sawyer, T. B. Sellers, W. G. Shannon, C. O. Wood, all of Ohio; Stuart Morgan, Michigan; N. C. Rowland, New York, and W. B. Goodwin, Hartford, Conn.

Other Veteran Members

Those who have been members 25 years or more are: Adam Benus, Cincinnati; C. B. Corry, Cleveland; G. G. Gross, Cleveland; W. S. Hukill, Cincinnati; W. E. Jones, Columbus; C. F. Knecht, Dayton; R. R. Lippincott, Chicago; C. G. McCray, Columbus; E. A. Reid, Columbus; E. O. Thomson, Cleveland; Freeman Wilson, Port Clinton; W. O. McClelland, Columbus; R. H. Taylor, St. Paul, Geo. Brinsmaid, Cincinnati, and A. E. Perry, New York City.

Life members of the Ohio pond are: C. B. Corry, C. E. Curtis, R. T. Huggard, A. W. Jones, C. O. Wood, H. B. Matt, C. F. Kneckt, W. G. Shannon and Adam Benus.

America Fore Virginia Changes

L. B. Richardson has been appointed assistant special agent of the Continental and Niagara in Virginia under State Agent M. B. Warren. E. R. Dobbins has been appointed assistant special agent in the same state for the Fidelity-Phenix and American Eagle under State Agent P. F. Brown, Jr. Both were formerly with the southern department of the America Fore in Atlanta.

Fire Prevention Meetings

The South Dakota Fire Prevention Association will inspect Burke April 14. J. B. Taylor of St. Louis, Western Actuarial Bureau, will make the principal address in the evening.

The Minnesota Fire Prevention Association will inspect Sauk Center, April 14. Fire Chief Fish will preside as chairman of a public meeting in the evening at which members of the organization will speak. Short talks will be made before the school children during the day.

The Ohio Fire Prevention Association will inspect Marietta, April 14. Harry K. Rogers, Western Actuarial Bureau, will address a public meeting and will put on his fire clown act for the school children. R. B. Criswell, Ohio Inspection Bureau, will present a demonstration of common fire hazards before the junior and senior high school students.

Nebraska Pond in Big Splash

Blue Goose Dignitaries from Five States in Attendance—Neuberger Made Most Loyal Gander

OMAHA, March 31.—With 150 company men in attendance, the annual ceremonial and election of officers of the Nebraska Blue Goose was held here.

New officers elected are: E. V. Neuberger, Hartford Fire, most loyal gander; G. M. Beals, Glens Falls, supervisor; A. K. Lane, Firemen's, custodian; Frank Fugate of the North America, guardian; Paul H. Barr, Hanover, keeper, and B. O. Robinson, Security, wielder. All are Omaha men except Mr. Lane, who lives at Fremont.

Mr. Lane was in charge of initiation of 14 new candidates. Five former members were reinstated and six members were accepted on petition of flight. This brings the Nebraska pond's membership to 156.

A past most loyal gander button was presented to R. E. Glass, Western Adjustment, by Mr. Neuberger. Banquet features included presentation of "A Night at the Opery House," with H. W. Ahmanson as master of ceremonies, and preview of "Glamorous Gladiola, or Gee How She Loved a G-Man," the principal parts being taken by Charles Wherry of Des Moines, E. G. Green of Lincoln, L. O. Hill of North Platte, and Max Coldiron of Scottsbluff. Entertainment was concluded with musical numbers by H. W. Lindquist, Aetna Fire; Gordon Beals, Glens Falls; Joseph Cryan and S. S. Matson, America Fore.

Honor guests included Gus M. Wise of Omaha, L. H. Bridges of Chicago, and H. Verne Myers of Waterloo, Ia., past most loyal grand ganders; H. S. Searle, most loyal gander; J. F. Springer, supervisor, and J. Y. Dickerson, wielder, of the Kansas pond, Topeka; Herbert Johnson, Denver, most loyal gander, Colorado pond; N. P. McGovern, most loyal gander, and J. H. Bunten, keeper, of the Iowa pond, Des Moines; C. U. Hendrickson, Omaha, deputy most loyal grand gander; N. K. Nelson, Topeka; R. H. Vernor, Chicago, and J. Burr Taylor, St. Louis, past deputy most loyal grand ganders; Past Most Loyal Ganders Charles Wherry and Fred Brake of Iowa, N. K. Nelson of Kansas and Jess DuVall of St. Louis.

Earp Gives Pontiac Address

Glens Falls Special Agent Tells Rotary Club Some of the Work of Organizations

On Tuesday Special Agent F. M. Earp of the Glens Falls addressed the Rotary Club at Pontiac, Ill. He called attention to the lack of informative material on insurance in daily papers.

Mr. Earp explained in detail the engineering service saying, "It might interest you to know that I took the trouble to check with the Illinois Inspection Bureau in order to learn whether or not Pontiac was in a class with the communities that availed themselves of this service. I learned that in 1933 engineers made a survey of your city and discovered that the extension of fire fighting facilities had not kept pace with the growth in population. In addition to that, certain types of fire fighting equipment had been permitted to deteriorate and as a result it would be necessary to reclassify the town which would raise your fire insurance rates considerably. However, the bureau did not consider the job finished by merely making a survey. It wrote your mayor advising him of the condition that existed and made certain recommendations. I am happy to state that apparently these recomendations were complied with because of the fact that your rates were not raised. The entire expense of such service is borne by stock fire companies."

Mr. Earp referred to the work done by the Illinois Inspection Bureau together with the Illinois Fire Prevention Association in making inspections of buildings in the flood stricken area.

C. S. Dunn Becomes Special

C. S. Dunn, Hutchinson, Kan., has been named special agent for central and western Kansas for the T. W. Garrett, Jr., general agency of Kansas City, with headquarters in Wichita. He was formerly with Wade Patton & Co. of Hutchinson.

The Garrett agency has appointed L. E. Dopp underwriter and agency superintendent. A claim department has been established, with T. R. Rhodus, office manager, in charge.

Heart of America Functions

The Heart of America Blue Goose will have its annual meeting May 17, in Kansas City.

The pond annual dinner-dance will be held April 17. Bridge will follow. This is the big social event of the season for the pond. Clyde Tindall, special agent Firemen's group, is in charge.

Stire Elected President

DENVER, March 31.—L. C. Stire was elected president of the Direct Reporting Field Men's Association at the annual meeting. Other new officers are: George Side, vice-president, and G. V. Firestone, secretary-treasurer. Mr. Stire succeeds H. A. Reynolds. The executive committee consists of Herbert Johnson, Marshall Parker, Lloyd Steinmann and J. M. Harris.

"Priest & Parson" Inspectors

Ray Priest, Kansas special agent Liverpool & London & Globe, was teamed with a fireman named Parson at inspection of Caldwell, Kan., and their inspection slips are all signed "Priest & Parson." Among the dozen or more Boy Scouts assisting was the son of the Methodist minister, who was assigned to Priest & Parson, further adding to the dignity of the "team."

Firemen's Seattle Office

The offices of the Firemen's group in Seattle have been moved to the Northern Life Tower. Ormand Keller, state agent is in charge. The force held open house between 2 and 4 p. m. Monday.

Budlong Is State Agent

W. R. Budlong has been named state agent for eastern Pennsylvania by the Yorkshire group with headquarters at 424 Walnut street Philadelphia.

Wisconsin Dinner-Dance, April 24

The Wisconsin Blue Goose will hold its spring dinner-dance in Milwaukee, April 24. Most Loyal Gander Kenzel has appointed on the committee in charge F. W. Edler, E. C. Hauser, H. C. Busack, H. C. Nurnberg, I. E. Fry, L. F. Schmidt, Paul Rehfeld, O. C. Heiam and C. P. Helliwell.

Hear Navy Man in San Francisco

Lieut.-Commander S. F. Bryant addressed the San Francisco Blue Goose on "What Is Our Defense Against Eurasian War" at the luncheon meeting March 29. Wallace Kelly, manager Seaboard and Yorkshire, presided.

The annual golf tournament of the San Francisco Blue Goose will be held at Diablo Country Club May 1, followed by a dinner dance. In the afternoon, ladies of the ganders are to be entertained with a bridge tournament.

A ceremonial, banquet and floor show is to be held by the Oakland puddle of the San Francisco pond. J. P. Breeden, North America, is to be master of ceremonies.

Big Turnout for Dinner Honoring Chris G. Wonn

The testimonial dinner for Chris G. Wonn in Springfield, Ill., was even more successful, from the standpoint of attendance, than those in charge anticipated even as late as the day before the dinner. More than 100 attended. Mr. Wonn is highly regarded and his friends made a special effort to be on hand. He is state agent for the Northern of London and has been in the fire insurance business 50 years. J. G. McHale, New York Underwriters, was toastmaster. Dan J. Harrigan, St. Paul F. & M., who is head of the Illinois Blue Goose, made the presentation of a handsome wrist watch to the honored guest. R. E. Vernor, Western Actuarial Bureau, Chicago, presented Mr. Wonn with a testimonial book signed by all the guests. J. Burr Taylor, Western Actuarial Bureau, St. Louis, made the presentation of a gold deputy fire marshal's star.

Other speakers included James Coen of Olney, Home, president Illinois Fire Underwriters Association, in behalf of his organization; John Hon, Firemen's, on behalf of the Illinois Field Club; James Jana, Hanover, president Illinois State Fire Prevention Association, of which Mr. Wonn has been secretary for many years; N. C. Gochenour, Vandalia, in behalf of agents of the Northern. Remarks were also made by J. A. McClelland, head of the loss department of the Chicago office of the Great American; E. F. McAdow, Great American; E. D. Patton, U. S. head office of the Northern; Insurance Director Palmer, Illinois; C. W. Ohlsen, western manager of the Sun, and C. W. Soderstrom, manager Illinois Inspection Bureau.

A. J. Meyer, Automobile, was in charge of arrangements.

Bitzer Succeeds Diller in Illinois Fireman's Fund Field

W. A. Diller of Decatur has resigned as Fireman's Fund special agent in central and southern Illinois and is succeeded by C. G. Bitzer, a seasoned field man for the company who has been traveling for the automobile department with headquarters in Chicago for the last several years.

Mr. Diller has been with Fireman's Fund 19 years. He leaves with the good wishes of the company. He plans a trip of several months in the west on the coast before deciding about his future plans.

Mr. Bitzer had two years experience with the Oklahoma Inspection Bureau. Then 16 years ago he joined Fireman's Fund as Oklahoma special agent. Later he was transferred to Kansas and Nebraska and then became automobile special agent.

Branscombe Joins National Union

Announcement has been made by the National Union Fire of the appointment of J. S. Branscombe as special agent. He will assist State Agent Whitney in the New England territory and maintain headquarters at 41 Pearl street, Boston. He is a graduate of the University of Maine, and for the past several years has been associated with the National Fire of Hartford in various capacities.

Death of A. L. Rovegno

A. L. Rovegno of San Francisco, special agent of the Firemen's group traveling out of the Pacific Coast office, died as the result of an automobile accident at Saugerties, N. Y.

Field Notes

The **Colorado Blue Goose** will hold its stag party and initiation early in April.

M. B. Yager of Indianapolis, special agent of the Pacific Fire, Bankers & Shippers and New Jersey, has moved his headquarters to 703 Inland building.

FACTORY ASSOCIATION DEFINES RIOT

(CONTINUED FROM PAGE 3)

ers, strikes, strikebreakers, pickets, or others involved in a strike (sit-down, walk-out, lock-out or other kind of strike) in the absence of a condition of riot, insurrection or civil commotion;

"c. Loss or damage resulting from vandalism, malicious mischief or other acts of a wilful and malicious nature, in the absence of a condition of riot, insurrection or civil commotion;

"d. Loss or damage by fire, sprinkler leakage or explosion resulting from riot.

U. & O. Protection

"(3) It is intended to cover, in connection with use and occupancy insurance:

"a. Loss of net profits and fixed charges (as described in the U. & O. fire insurance form) resulting from partial or total shut-down of the insured property caused by direct damage to the insured property resulting from riot, insurrection or civil commotion.

"(4) It is not intended to, nor does it, cover, in connection with U. & O. insurance:

"a. Loss resulting from shut-down caused by strike of any kind in the absence of actual direct physical damage to the property caused by riot, insurrection or civil commotion;

"b. Loss resulting from shut-down caused by riot, insurrection or civil commotion in the absence of actual direct physical damage to the property;

"c. Loss resulting from actual direct physical damage to the property by riot, insurrection or civil commotion except for the period of time, after normal operations could otherwise have been resumed, that would be required to repair, replace or recondition that portion of the property actually damaged or destroyed at the place of and during the time of a riot, insurrection, or civil commotion.

Strike and Riot Differ

"We call particular attention to the distinction between strike and riot. A strike is not a riot, and since this form of insurance protects against riots rather than strikes it follows that a sit-down strike or any other kind of strike does not of itself constitute a basis for a valid claim under this form of insurance. In order to substantiate a claim for damage done by strikers, the assured must be in a position to prove that the damage occurred during, and at the place of a riot, insurrection or civil commotion.

"In interpreting this coverage, we hold that a sit-down strike is not in itself a riot, insurrection, or civil commotion, and that there is no liability for sit-down strike damage, unless such damage occurs as the result of the development of a situation involving all the elements of riot, including a tumultuous disturbance of the peace by three or more persons, accompanied by violence.

"We strongly advise the placing of vandalism and malicious mischief insurance, since this form of insurance does protect the assured against damage done by sit-down strikers, individually or collectively, without tumultuous disturbance or violence. If this form of insurance is written, in addition to the riot and civil commotion cover, the assured will have, in connection with property damage insurance, protection against loss or damage that may occur under strike conditions, whether or not a sit-down strike is involved and whether or not tumultuous disturbance occurs. If both these covers are written in connection with U. & O. the assured will have protection against loss of production during the period following the settlement of the strike, that would be required to repair the damage caused by riot, insurrection, civil commotion, vandalism or malicious mischief."

DEBATE IN DETROIT

DETROIT, March 31.—The fact that riot and civil commotion rates have been tripled by many companies operating in the Detroit area since the labor difficulties began was brought out at a luncheon meeting of the Detroit Association of Insurance Agents. The Western Factory tripled its rates, advancing them from 1 cent to 3 cents on March 26 and has advised agents that a new physical damage, riot and civil commotion form is in process of preparation, designed to be clearer in its interpretation than the present form.

The interpretation of the "special stipulations applicable to explosion and riot liability" clause in the present supplemental contract adopted in February, 1936, was debated at some length at the meeting. This clause was declared by the agents to be ambiguous. The obscure portion reads: "The term 'riot' wherever used in this policy shall include direct loss from pillage and looting, when such pillage and looting occurs during and at the immediate place of a riot; riot attending a strike, insurrection and/or civil commotion."

Pillage and Looting

Some agents expressed the opinion that the clause following the semi-colon qualified "pillage and looting" in the previous clause, in which case the supplemental contract is not as broad in its coverage as the present riot and civil commotion form. Others contended that this clause is in addition to the preceding clause rather than a restriction of it.

There was a considerable discussion as to whether the sit-down strike as seen in Detroit in recent weeks is a riot or civil commotion in the meaning of the term used in insurance contracts, or whether to recover for damage occuring in a sit-down strike the policyholder would have to have a malicious damage rider as well. The consensus was that where a matter of this sort is in doubt it is better to sell the client the malicious damage rider and be sure he is covered.

Holdup, Fidelity Angles

H. T. Stock brought up the question whether holdup and fidelity cover might be implicated in certain sit-down strikes as well as riot and civil commotion insurance. In one case, he pointed out, only one employe of the store affected by the strike was numbered among the sit-downers, the others being imported by the union for the purpose. The taking over of the store under these conditions might constitute a hold-up, he contended. There is no riot exclusion in the present hold-up form, he declared.

Some observers voice the opinion that all of these sit-down strikes might be held to be insurrections and hence covered in the policy. Their theory is that these strikes are risings against civil authority. Any court that has been called upon to issue an injunction against the strikers has done so on the theory that the strikers were in illegal possession. Those who engage in sit-down strikes after such injunctions have been issued might be assumed to realize that they were rising against civil authority. This is a phase of the problem that is being debated at some length these days. The Michigan standard policy, however, specifically excludes loss due to insurrection.

Texas Seeks Information

NEW YORK, March 31.—Fire companies are in receipt of a communication from T. C. King, Texas state auditor and efficiency expert, asking particulars of each examination made on behalf of the department since Sept. 1, 1931, to filing of latest annual report. The date of each examination, name of examiner or examiners and amount paid, is called for. The present Texas law, enacted in 1931 to "correct unsatisfactory methods of employment and collection costs," provides the actuary and chief examiner be paid $6,000 a year each; general examiners to get $250 per month; collections to be turned in to the state.

The **Paul C. Fulks** agency, Frazeysburg, O., has been sold to Milo Graham.

WANTED

Auto Underwriter, several years experience and good correspondent; prefer college graduate, age 24 to 30.
ADDRESS F-49, NATIONAL UNDERWRITER

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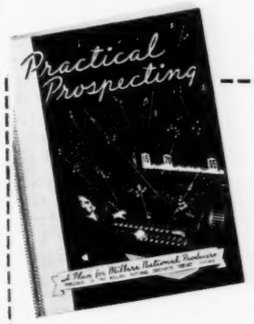

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175 WEST JACKSON BLVD., CHICAGO, ILLINOIS

O'Malley Tells Story of the Rate Case Settlement

(CONTINUED FROM PAGE 3)

from the lower rates. Then I asked for some facts on the proposed rates."

Later Mr. Street presented the proposed new rate setup and the department agreed they were satisfactory. The next conference of importance, Mr. O'Malley said, was in Kansas City, those present being John T. Barker, special counsel for the department; R. J. Folonie of Chicago, companies' attorney; Paul W. Terry, manager Missouri Inspection Bureau; P. B. McHaney, attorney for the department, and A. L. McCormack of the Charles R. Crane agency, St. Louis, and Mr. Street.

At the outset of that conference Mr. Street still held out for all the impoundings for the companies, but subsequently got up to 9 or 10 percent for the policyholders.

"We went back and forth for quite a while, Mr. Street being quite a pleader for his rights," Mr. O'Malley added.

The upshot of the conference was the agreement on the major terms of the compromise: 20 percent to the policyholders, 50 percent to the companies and their agents, and 30 percent for attorney fees and other expenses, and a revision in the rate structures that gave assured many advantages.

No Money Diverted

Mr. O'Malley said he knew of no money being diverted to any irregular source, adding: "That suspicion has been prevalent in everything I've had anything to do with since becoming superintendent."

Earlier in the day Mr. O'Malley had paid his respects to some of the newspapers. He suggested that the committee call as witnesses the publisher of the St. Louis "Post-Dispatch," Jesse W. Barrett of St. Louis, unsuccessful Republican candidate for governor last November, and William Hirth of Columbia, Mo., who failed to land the Democratic nomination for governor at the August, 1936, primaries. Mr. Barrett and Mr. Hirth had attacked Mr. O'Malley in their campaigns.

Mr. O'Malley also paid his respects to the fraternals and asked the committee to extend the investigation to include the management of such societies. He read into the record a statement he previously had issued welcoming a full investigation into the operations of his department.

Cary Jones on Stand

One of the witnesses was Cary W. Jones of the R. B. Jones & Sons agency of Kansas City. He recited some of the advantages to assured of the new rate program that was put into effect as part of the compromise settlement. He gave some specific examples of sharp rate reductions.

M. L. Clevlen of Poplar Bluff, president Missouri Association of Insurance Agents, testified that clients have been pleased with the settlement and rate reduction.

Apparently Attorney R. J. Folonie of Chicago, who has handled the case for the companies throughout the years, made a very good impression on the witness stand. Newspaper accounts referred to his manner of testimony and what he had to say in complimentary terms.

A spirited interlude occurred when State Representative Francis Smith who introduced the resolution for investigation of the rate cases, charged that the inquiry was comparable to a "sewing circle." The committee challenged his allegations and offered to call any witnesses that Smith would suggest. They said that Smith had made no specific suggestions.

After attending the ceremonies in Kansas City Monday in connection with opening of the new home office building of Kansas City Fire & Marine, Mr. Street went to Jefferson City Tuesday to appear before the committee. He testified that the state "got all the best of the settlement." He contended that the companies lost the old 10 percent rate reduction case on a technicality. The companies suffered heavy losses as a result of the decision in the 10 percent case and decided to revive the litigation by putting into effect the 16⅔ percent rate increase with the idea of avoiding the mistakes in the original case. However, the litigation continued for six years and due to the chaotic condition in the business, the compromise was decided upon. He declared that he had not fixed 30 percent as the amount for attorney's fees and expenses. The $3,000,000 was too great a temptation to the lawyers, he declared. He would have fixed the ratio at 20 percent.

Mr. McCormack followed Mr. Street on the stand. He declared that he had paid his own expenses in connection with his efforts to bring about the compromise. His agency, he asserted, had about $75,000 in commissions tied up in the litigation.

Another row was started by Representative Smith this week. He moved that the committee be discharged from proceeding further with "an aimless and purposeless investigation." There was an exchange of personalities, his motion was defeated and Smith thereafter absented himself from the hearings.

L. S. Poor, chief rater for the department, was a witness. He testified that the compromise was "eminently fair" and he said the new rates that were put into effect would save policyholders about $2,000,000 a year.

Howard Cook, president Central Missouri Trust Company, testifying Wednesday before the committee, asserted his bank has not paid interest and could not pay interest on impounded funds in the 16⅔ percent litigation or the old 10 percent restitution case. He declared that from both a banking standpoint and under the rules of the Federal Deposit Insurance Corporation no interest was possible on the approximately $3,750,000 on deposit in his bank. H. P. Lauf, custodian in the 10 percent restitution case, followed Cook on the stand. He testified that 12,000 persons had been paid claims in the old case out of a total of $2,748,265 received from the insurance companies.

Multiple Writing Feature Removed from Illinois Code

(CONTINUED FROM PAGE 3)

which required that branch offices of foreign and alien companies located in Illinois must maintain in that state all the records, vouchers, etc. The amendment makes that requirement apply only to the principal United States office of foreign or alien companies.

Another amendment allows the organization of burial societies.

As originally introduced, the code made provision for the incorporation of title companies. This has now been eliminated, undoubtedly at the instance of the Chicago Title & Trust Co.

National Board Commentary

The committee on laws of the National Board takes exception to several features of the Illinois code and General Counsel J. H. Doyle prepared a memorandum for members, citing these features and explaining why the committee finds them objectionable.

Objection was voiced to the provision permitting fire companies to write casualty coverage and casualty companies to write fire business which has now been removed. This privilege cannot be availed of by companies of other states doing business in Illinois and, according to Mr. Doyle, would place them at a serious disadvantage with other classes of insurers, such as London Lloyds. That is, the competitors would issue comprehensive policies covering all perils incident to any class of risk. For instance, they could issue a dwelling house policy covering not only fire, but steam boiler, landlord liability, sidewalk liability, etc. In connection with manufacturing plants, they could issue policies covering fire and marine, steam boilers, fly wheel, compensation, etc. They could issue from Illinois such policies covering property in a state in which they were not authorized to transact business. Under the rulings of the New York department, no company operating in New York could issue such a policy anywhere, for the department will not permit a company to subject its assets to perils other than those permitted to a New York company under the New York laws. Mr. Doyle expressed the belief that companies thus restricted would be at a serious disadvantage elsewhere through the operation of companies licensed in Illinois but doing an unlicensed business in other states.

Rate Control Section

In commenting upon the rate control section, which he described as "rather drastic," Mr. Doyle points out that although this section on its face applies to mutuals, yet in the section relating strictly to mutual companies there is provision whereunder they are given the broadest power to pay dividends to policyholders in any manner they see fit without regard to discrimination in its application to the ultimate cost to policyholders. This places companies operating on a fixed premium basis exclusively at a serious competitive disadvantage, for under the law they may not promulgate a rate which is discriminatory or preferential, whereas mutual companies can refund as they see fit. Likewise, he points out, companies charging a fixed rate are put under a drastic anti-rebate provision.

Mr. Doyle criticises some features of the section governing the making of deposits.

Service of Process

Criticism is made of the section that provides for the filing of a power of attorney with the insurance director to accept service of process upon causes of action arising anywhere, instead of being limited to causes of action arising in Illinois. This, Mr. Doyle observes, would permit the importation into Illinois of suits arising out of contracts in other states.

Objection is voiced to the provision in the section requiring use of the new New York standard fire policy that any company may, at its option, issue a term policy, providing for annual payments at a reduced term rate. Mr. Doyle states that this manifestly means that contracts for a term of years are to be made payable annually, instead of for the full term in advance.

Some questions are raised in connection with the section requiring domestic companies to keep books, records, documents, accounts and vouchers within Illinois.

Without comment, Mr. Doyle includes in his memorandum a copy of sections 154 and 155 which set up anti-technicality and penalty provisions.

WISCONSIN LLOYDS BILL KILLED

MADISON, WIS., March 31.—The Wisconsin assembly by a vote of 47 to 40 has indefinitely postponed the bill relating to conditions for admission of foreign and alien Lloyds.

New Mexican Fire Company

La Territorial is a new fire company now operating in Mexico. It is backed by French-Mexican interests. M. A. Levy is president. Its capital is 500,000 pesos and it has reinsurance contracts with French companies.

The annual **All-Ohio Safety Congress** will be held in Columbus April 20-22.

Make Recommendations on Oil Storage in Flood Area

NATIONAL BOARD REPORTS

Joint Committee Prepares Tentative Recommendations After Study of Serious Problem

As a result of the deliberations of the National Board's joint committee on the protection of flammable liquids storage tanks in flooded regions, the committee has prepared a tentative report and recommendations. The recommendations are intended to serve for adoption verbatim or at least as a basis for ordinance requirements for the protection of such tanks in flooded regions.

Following a series of subcommittee meetings at which a general plan of procedure was evolved, the committee, at the request of Cincinnati municipal officials, held a meeting in Cincinnati on March 9-10. The city in the meantime had agreed to postpone action on pending drastic revisions in its oil storage requirements until following a meeting of the National Board committee. As a result of this meeting a tentative report and recommendations has been prepared and a further result is the probability that the Cincinnati city officials and the oil interests will be able to agree upon acceptable requirements for the protection of flammable liquids storage tanks in Cincinnati areas that may be subject to abnormal flood conditions in the future.

Vertical Tank Problem

As to vertical tanks, the committee concludes that the loading of tanks with flammable liquid or flammable liquid and water is the only practicable safeguard. It does not produce stresses in the tank structure other than those which the tank is designed safely to withstand. Hydrostatic pressures are equalized, and, except in case of a movement of the tank, or in cases of impact from floating debris, tanks will suffer no structural injuries when loaded with liquid.

The committee states that the use of concrete loading alone appears to be impracticable for storage tanks.

The committee also discards the idea of concrete dyke wall enclosures. Such walls introduce a false sense of security, according to the committee. They are not designed to withstand the stresses which would result from water rising outside the dykes under conditions of little or no leakage of water through the dyke enclosure.

Serious consideration should be given to the idea of floating of tanks.

Horizontal, above ground tanks do not present as many difficulties as vertical tanks.

Existing horizontal tanks filled with flammable liquids or flammable liquids and water may easily be protected against external pressures by completely filling them with liquid.

The protection of underground horizontal tanks, according to the committee, appears to be a matter depending more upon the availability of auxiliary facilities and supervision rather than upon the facts which have been considered in connection with above ground tanks.

The committee sets forth a series of recommended safeguards which it contends "will afford a reasonable and acceptable degree of protection for above ground and underground flammable liquid tanks under abnormal flood conditions." These safeguards should be embodied in any ordinance on the subject, according to the committee.

The study was undertaken due to the fact that in Cincinnati during the flood there was a bad fire caused by the ignition of gasoline and oil which had been expelled from overturned storage tanks, and was floating on the water.

As Seen from Chicago

ISSUE FIRST BULLETIN

The Cook County committee of the Business Development Office movement, headed by S. A. Rothermel, has issued its first bulletin to brokers, agents and field men, explaining future plans and aims of the program. A clearing house will be established, the location to be selected later, with information files.

Further bulletins will be issued as information comes from the New York office. The committee is composed of two delegates each from the Chicago Board, Cook County Field Club and the Brokers Association of Illinois.

* * *

NOMINATORS ARE SELECTED

The Chicago Board nominating committee has been chosen to select three for election as directors at the quarterly meeting April 22. Nominating committee consists of J. J. Brummel, J. M. Newburger, Clarence Oxnam, E. M. Schoen, Atlas, and August Torpe, Jr.

* * *

C. R. McCABE IMPROVING

C. R. McCabe of the Chicago agency of McCabe & Hengle, who was disabled some months ago and has been confined to his home in Evanston, is able to get about and now takes an automobile ride almost every day.

* * *

MILLERS NATIONAL VETERANS

J. A. Seibel, loss superintendent, and Miss Grace C. Hungeling, statistical department head, have completed 25 years of service with the Millers National and have been initiated into the 25-year Service Club. Present members according to service are: A. I. Bushnell, treasurer, 43 years; H. M. Giles, president, 42 years; C. J. Bulka, examiner, 34 years; A. A. Krueger, secretary, 31 years; G. P. Tresselt, assistant treasurer, 27 years; H. G. Anderson, cashier, 27 years; R. S. Danforth, assistant secretary, 25 years; G. R. Sweeney, examiner, 25 years.

* * *

VAN ZILE CALLED TO SPOKANE

L. G. Van Zile, who has been located in the Chicago headquarters office of the Rain & Hail Bureau for about a month as special agent in the hail department, was called to Spokane because of the serious illness of Mrs. Van Zile. She had not yet moved with Mr. Van Zile to Chicago. Mr. Van Zile had been located in Spokane about six years as special agent for the Rain & Hail Bureau. Before that he was in Wichita for the same organization.

For the present season R. G. Airey is serving the Rain & Hail Bureau as special agent in Spokane assisting Manager C. F. Laude.

* * *

John A. Benz of Chicago, assistant western manager of the Sun, has returned to his desk after a two weeks' vacation at Miami, Fla.

* * *

Charles Buresh, partner in the **Fred S. James & Co.** agency of Chicago and immediate past president of the Chicago Board, together with Sylvester J. Souci, broker in the Fred S. James office, are vacationing in Hot Springs, Ark. Arthur Jens of the office is on a combined business and pleasure trip in Florida.

New U. S. Control Bill

Another bill to bar the mails to insurance companies in states in which they are not licensed has been introduced in Congress. The author is Congressman Kitchens. Congressman Hobbs of Alabama has been introducing such a measure for the last several years and two of his bills are now before Congress. They are given little chance of passage at this session. The Kitchens bill has been referred to the committee on post offices and post roads and ordered printed. The penalty for violation is fixed in the bill at not less than $1,000 nor more than $5,000. The law would not apply to advertisements or statements in newspapers or magazines where the name of the state or states wherein qualified is set forth.

Companies

Kemper Plans Uncertain

The move on the part of the James S. Kemper interests to obtain in Connecticut charter for a stock fire company does not mean that such a concern will be launched in the near future. The Kemper people undoubtedly have in mind some sort of development with such a company, but they state that the matter is in a "when, as and if" stage at present. H. P. Janisch, vice-president of the Kemper organization, was in Hartford to support a petition before the legislature for a charter for the American Manufacturers Fire.

National Standard Quits

The National Standard of Houston has quit business. It was relicensed in December, a year ago, by the Texas department. It discontinued writing automobile liability and property damage Jan. 1 and the fire and tornado business was stopped March 1, being reinsured in the Yorkshire.

New England Fire Increase

At a meeting of stockholders of the New England Fire it was voted to increase the capital from $400,000 to $1,000,000 by the issuance of 60,000 new shares, par value $10, to be sold at $16. It is a member of the Springfield F. & M. Group.

Pacific National Increases

President F. N. Belgrano, Jr., of the Pacific National Fire in the annual stockholders meeting reported 40.4 percent increase in premiums. He emphasized the advancement of the company into the national field, stating that its radius is being more and more extended.

New Rhode Island Company

A bill has been introduced in the Rhode Island legislature to incorporate the Narragansett Insurance Co.

Company Notes

The **Southern Fire** of Durham, N. C., one of the Crum & Forster group, paid a quarterly dividend of 50 cents a share March 30 to stock of record March 27. The previous dividend was 40 cents.

Wilbert Wenr has been elected a director of the Pennsylvania Manufacturers Association Casualty and Pennsylvania Manufacturers Association Fire. He is president and treasurer of the Harrisburg Steel Corporation.

Serious U. & O. Loss Averted

What might have been a serious U. & O. loss as a result of a fire that put out of commission the oven in the Ecorse, Mich., plant of Murray Body Corporation which was used for drying frames was averted because the Ford Motor Company agreed to accept delivery on the frames, unpainted. Ford will take charge of painting the frames. The only U. & O. loss then will be the extra expense of the painting. Had Ford not agreed to do this, Murray Body would have had to have shut down completely. As it is, the entire plant is working except for this particular oven. The line was divided between the Western Factory and Western Sprinkled Risk. The Western Adjustment is handling the property damage loss and Frank L. Erion, independent adjuster of Chicago, is handling the U. & O. loss. The property damage loss may amount to $25,000 or $30,000.

GENERAL
INSURANCE COMPANY OF AMERICA
SEATTLE

ANNUAL STATEMENT—DECEMBER 31, 1936

ASSETS

Cash in Banks and On Hand		$ 1,109,649.65
*Government Bonds		2,754,939.15
*Other Bonds		3,431,514.63
*Stocks		3,775,625.00
Mortgage Loans		369,006.34
Real Estate		209,917.81
Premiums in Process of Collection		1,050,773.05
Accrued Interest and Rents		63,486.73
Other Admitted Assets		19,723.81
TOTAL ASSETS		$12,784,636.17

LIABILITIES

Reserve for Unearned Premiums		$ 5,095,149.45
Reserve for Losses in Process of Adjustment		410,494.03
Reserve for Commissions, Taxes and Expense		340,625.07
Funds Held Under Reinsurance Treaties		532,753.09
Reserve for Dividends to Policyholders		240,000.00
Capital	$1,000,000.00	
Special Reserve for Unknown Contingencies	675,000.00	
Net Surplus	4,490,614.53	
Policyholders Surplus		6,165,614.53
TOTAL LIABILITIES		$12,784,636.17

* Bonds are stated at Amortized or Investment Values, stocks at values approved by the National Convention of Insurance Commissioners. On basis of December 31, 1936 market quotations for all bonds and stocks owned, this company's total admitted assets would be increased to $13,128,950.39 and policyholders surplus to $6,509,928.75.

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New York, N. Y.

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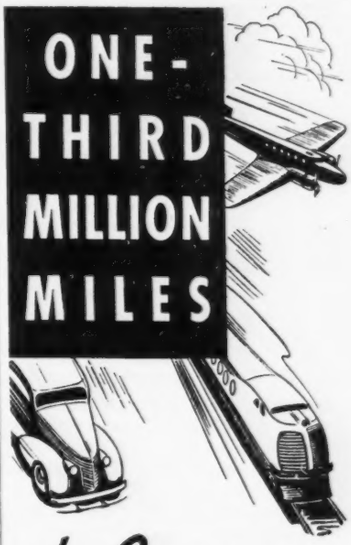

of Agency Cooperation

On the "firing line," shoulder-to-shoulder with PACIFIC NATIONAL Agents — that is where our officers, department heads and special agents spend a good share of their time.

1936 average: 23,642 miles a month by automobile alone. *1936 total:* nearly one-third million miles by car, 'plane and train — greatly exceeding the distance from the earth to the moon!

Constant Agency contacts give these PACIFIC NATIONAL representatives intimate, sympathetic understanding of Agency problems. To know them is to welcome them as real friends and co-workers.

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PACIFIC NATIONAL
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PHILADELPHIA

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ATLANTA • LOS ANGELES
CHICAGO
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EDITORIAL COMMENT

Commissioners As Insurance Men

THE recent appointment of insurance commissioners brings out the fact that there are a number of these state officials that were in the insurance business and hence have some working knowledge at least of one branch of insurance. For instance, the new Vermont commissioner, D. A. HEMENWAY, was special agent for the MARYLAND CASUALTY.

The new commissioner in Maine, C. WALDO LOVEJOY, is a local agent, and secretary of the Maine agents association.

P. J. DUNN, who becomes insurance commissioner of South Dakota suceeding W. J. DAWSON, is a local agent at Miller. G. H. NEWBAUER, who recently became Indiana commissioner, was a local agent at Hartford City.

Commissioner JULIAN of Alabama was an official of the BANKERS FIRE & MARINE of Birmingham. Commissioner CARPENTER of California ran an agency at Los Angeles. Commissioner COCHRANE of Colorado was connected with the FIDELITY MUTUAL LIFE there prior to his appointment. Commissioner BAKES of Idaho is a former local agent and life insurance man. Director PALMER of Illinois was formerly general counsel and manager of the CHICAGO BOARD OF UNDERWRITERS. Commissioner WILLIAMS of Mississippi was an agent at Yazoo City and was manager of the Mississippi Association of Insurance Agents. Commissioner O'MALLEY of Missouri was a general agent of the MIDLAND LIFE of Kansas City. Commissioner HOLMES of Montana was general agent of the MINNESOTA MUTUAL LIFE at Great Falls, Mont. Superintendent BOWEN of Ohio was agent of the NORTHWESTERN MUTUAL LIFE at Cleveland. Commissioner EARLE of Oregon is a former local agent at Eugene. Commissioner HUNT of Pennsylvania was a claim man for the CONTINENTAL CASUALTY at Philadelphia. Commissioner McCORMACK of Tennessee was a local agent at Memphis. Commissioner SMITH of Utah, who is retiring from office, was state manager for the NORTH AMERICAN ACCIDENT. Commissioner SULLIVAN of Washington was an agent at Seattle. Deputy Commissioner JUSTICE, who is head of the department in West Virginia, was a local agent at Huntington.

Public Employes as Agents

INSURANCE men who are leading the movement against public officials or their employes writing insurance are glad to see the question agitated in a very constructive way and the results that are being attained. For instance, Governor HURLEY of Massachusetts sent an order to the officials and their employes in his state instructing them in no way to write insurance or come in competition with the regular licensed insurance men. Governor QUINN of Rhode Island has followed suit and has sent out a similar ukase in his state. The CHICAGO ASSOCIATION OF COMMERCE passed a resolution condemning the practice and the insurance division of the ILLINOIS CHAMBER OF COMMERCE also passed a resolution condemning the practice and urging that the insurance business be confined to regular insurance people so that greater service could be rendered the premium payers, and that the business be divorced from political schemes.

Work of the Commissioners

THE insurance commissioners are doing a splendid piece of work. Unfortunately there are limitations to the usefulness of a state official who occupies so prominent and responsible position. The office is a political one, Colorado being the only state that has a civil service statute covering the insurance commissioner. The commissioner, therefore, is subject to the political weather vane and just at the time when he reaches his greatest usefulness, political exigencies force him out of office. Therefore the tenure of his position is uncertain.

Again, the salary is entirely inadequate for the responsibility that rests upon the official, the character of a man required and his capacity as a constructive and impartial force. He has problems of a momentous nature before him. He must see to it that his public is amply protected and yet he must defend insurance carriers and agents from unjust attacks. The appropriation for his office does not enable him at times to make those investigations which will enable him to reach a definite and correct conclusion as to reliability and often solvency. The insurance companies pay to the general revenue of a state large sums in comparison to the percentage allotted for the maintenance of the insurance department. Therefore the policyholders themselves suffer because of the penuriousness of the legislature which desires this revenue to go to other activities.

In spite of the handicaps, the insurance commissioners are pursuing their course in a very efficient way. There are men holding office that have evidenced signal ability in this particular line. It is impractical seemingly for a state to make the position of insurance commissioner superior to other bureaus in point of salary attraction. Nor would the appropriation for a much larger amount for its maintenance meet with approval even though it seriously handicaps a commissioner in getting the right kind of lieutenants, especially department heads and examiners.

Commissioner E. A. SMITH, JR., of Utah is not seeking reappointment and, in fact, is declining to serve longer. It is unfortunate that a man of his caliber and attainments cannot be retained in office. He is a commissioner who has made a most excellent record, has given a good account of himself all along the line, has been eminently fair to all sides and has the mental equipment and temperament that particularly fits him for a position of this character. The supervising officials will lose one of their most capable members on his leaving office.

PERSONAL SIDE OF BUSINESS

The appointment of **C. Waldo Lovejoy,** insurance agent of Rumford, as insurance commissioner of Maine has been confirmed by the executive council.

—

Allen Huntsinger of Delphi, Ind., well known local agent, died there. He started as a solicitor for the Heiny Agency at Monticello, Ind., in 1905, working in Rockfield. He opened his agency in Delphi in 1909, retiring July 27, last year, when he was 77 years old, selling his business to Howard Bradshaw.

—

Mrs. Mae Barr Long, California deputy insurance commissioner, represented the insurance women of California at the annual public relations dinner of the National Federation of Business & Professional Women in Los Angeles. She has been active in the Business & Professional Women's Club of San Francisco for many years. Mrs. Long will discuss insurance before a consumers' education class sponsored by the Palo Alto, Cal., chamber of commerce, the parent teachers' association and school department.

—

G. E. Bibbee, 63, a member of the law firm of Mooney, Bibbee, Edmonds & Harter, died at his home in Columbus, O., from pneumonia. Mr. Bibbee was widely known as an authority on insurance law and his firm represented many insurance companies.

—

E. A. Smith, Jr, Utah commissioner for the past four years, who retired from that office of his own accord April 1, will enter the insurance business in California. He is not sure whether he will go to San Francisco or Los Angeles, but he expects to be located in one of those cities.

—

The wedding of **Robert N. Clark,** special agent Hartford Fire in Philadelphia, and Miss Betty Stoddard will take place this Saturday at the home of Mr. Clark's parents in West Hartford, Conn. His father is Robert R. Clark, U. S. manager of the Caledonian group. Miss Stoddard is the daughter of Mrs. Madge F. Stoddard of Worcester, Mass.

The bridegroom has a distinguished fire insurance ancestry. His grandfather is Walter Adlard, who retired three years ago as vice-president and manager of the Massachusetts Fire & Marine. He held that position from the time of the founding of the Massachusetts F. & M. in 1910 until his retirement. He is one of the oldest and best known insurance men of New England. His grandfather started with the Queen, later became connected with the Continental as field man in New England and served in that capacity until he went with the Massachusetts F. & M.

The bridegroom's great grandfather, George Adlard, was the first United States manager of the Queen.

—

Terrell Woosley of Lake Charles, La., president of the Louisiana Insurance Society, is at Tucson, Ariz., where he is recuperating from his recent attack of pneumonia.

—

W. D. Rich, 65, former member of Gilmour, Rothery & Co., and for more than 40 years a familiar figure in the insurance district of Boston, died there following a month's illness.

—

J. B. Nicholson, who started with the Franklin Fire in 1866, was pensioned in 1919, and was counted its oldest employe, died in Philadelphia after a long illness at the age of 92. He was the only survivor of the crew of 210 of the U. S. S. Jamestown, which sailed far eastern waters during the civil war, protecting the national interests. He was next to the last survivor of the civil war navy veterans.

—

G. H. DeVries, state agent of the New York Underwriters in Kansas, last week celebrated the thirty-ninth anniversary of his connection with the company—by working all day. He has been in that territory 17 years.

—

W. A. Miles, head of Miles & Miles, Chicago general agency, has booked passage on the "Aquitania," leaving New York March 31 for London. He plans to return the latter part of April and will combine business and pleasure while in England, conferring with officials of London Lloyds. The firm has represented London Lloyds since 1920.

—

The annual meeting of the **Glen Cove Mutual Fire** of Glen Cove, L. I., was held last Thursday, marking its 100th anniversary. The Glen Cove is one of the five companies of the James S. Kemper group of Chicago. By a special act of incorporation from the New York legislature, the company started March 29, 1837. Many of the smaller New York companies collapsed owing to the big fire in New York City in December, 1835. But the village burghers, who were the Glen Cove Mutual's first directors, concluded that there was an opportunity for a new company.

MEMBER AUDIT BUREAU OF CIRCULATIONS

THE NATIONAL UNDERWRITER

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Since organization it has written over $6,000,000 in premiums.

The first president, Dr. J. C. Townsend held the post for 46 years. Originally the Glen Cove Mutual operated only in Queens county on Long Island, and in its early years President Townsend was required by the directors to hitch up his horse and buggy and make regular visits to the various county towns for the purpose of receiving applications. Mr. Kemper became its president in 1932.

—

R. E. Chartier, 52, associated with his mother, Mrs. Louise M. Chartier, in the Chartier Insurance Agency, Wausau, Wis., died at his home of a heart attack. At the age of 18 he entered the agency founded by his father, the late F. E. Chartier. On the death of the latter in 1912 he took charge and continued in partnership with his mother, one of the oldest active insurance women in the midwest. Mr. Chartier was president Wausau Underwriters Board in 1932-1933 and also was past president Wisconsin Association of Insurance Agents.

—

Mrs. F. E. Hoffman, Jr., 63, wife of the Missouri state agent of the Concordia Fire, died in Los Angeles from pneumonia while on a visit with friends. Mr. Hoffman, who has been with the Concordia 26 years, flew to the Pacific Coast and was with Mrs. Hoffman a few hours before her death. Burial was in Sedalia, Mo., the Hoffmans' home. W. E. Wollaeger, president Concordia, and Mrs. Wollaeger; W. B. Alaback, secretary Firemen's of Newark western department, Chicago; John Battershill, Missouri manager for the group; Mr. and Mrs. Al Meyer and William Rodiek, Sr., and William Rodiek, Jr., from St. Louis, attended the funeral.

—

George W. Carter of Detroit, well known chairman of the central western councillors section of the National Association of Insurance Agents, one of the dynamic forces in the Michigan Association of Insurance Agents and the National association, who has been seriously ill, is now on the road to recovery. Mr. Carter had a rather close call.

—

Chief Barnett of the Des Moines fire department died as a result of injuries Saturday. He went to investigate a fire that he thought had been extinguished. It flashed up, setting his clothes on fire and burning him so badly that he later died of injuries. He did excellent work at Des Moines ofttimes against odds. The fire fighting facilities of the city have been improved and he soon would have come into a far more agreeable situation.

—

J. S. Battell, 82, who retired about a year ago as librarian at the head office of the Home, died after a short illness. When he was placed on the inactive list, he had the longest continuous service record of any employe of the Home. He resided in Richmond Hill, L. I. He joined the New York local department of the Home in 1874. He was made librarian in 1923.

—

Guy M. Cox, president of the Cox Insurance Agency, Iron River, Mich., and a member of the governing committee of the Michigan Association of Insurance Agents, and a business associate, **William Bechtold**, were injured seriously in an automobile accident near Hart, Mich., when their car went into a ditch while trying to avoid a farmer's wagon. Mr. Cox is also a member of the law and legislation committee of the Michigan association and is active in the Upper Peninsula Association of Insurance Agents.

—

April 1 marks the 17th anniversary of **Paul B. Sommers'** affiliation with the American of Newark. He is now president of the company and head of the American's affiliates, the Columbia Fire of Dayton and Dixie Fire.

Mr. Sommers has been in the insurance business nearly 30 years. He started as a field man with the Scottish Union & National, with which company he remained for ten years, resigning in 1918 to enter the local agency business in Cleveland, where he remained 2½ years.

He joined the American April 1, 1920, as superintendent of agents, and in February, 1923, became vice-president. The following year he was elected a director and in 1935 succeeded C. W. Bailey as president.

—

H. T. Dobbins of the editorial department of the Nebraska "State Journal" at Lincoln, Neb., is president of the public library board in his city. He has been a member for 40 years and president for the last 10 years. He has become a library expert from the administrative standpoint. Mr. Dobbins is the correspondent of THE NATIONAL UNDERWRITER at Lincoln and has served the publication with distinction. Associated with him on the board is **M. A. Hyde**, vice-president and secretary of the Security Mutual Life of Lincoln. Mr. Hyde is chairman of the building committee and a member of the executive committee of the board.

—

The **General of Seattle** has had a photo taken of its home office building showing the huge neon sign at the top. It is claimed to be the largest illuminated sign of the kind in the Pacific northwest. It is 75 feet high and 90 feet long, or, in other words equivalent to a seven-story building in height. It contains 26 tons of steel, of which five are used for the letters themselves. Some of the letters are 13 feet high and are lighted by 1,777 feet of glass tubing. At the top are the words "General Insurance Company of America." Beneath there are alternate flashes, there being "fire, auto, casualty" in red and "home office" in blue. The words "General of America" are marine green.

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T. Lee Trimble, vice-president Firemen's of Newark, and Mrs. Trimble are being congratulated on the birth of a daughter, which has been named Joan Ruth Trimble.

—

H. O. Clutsam, vice-president of O'Gorman & Young, Newark agency, has completed 25 years of active service with the firm and was tendered a dinner in honor of the anniversary.

Heads Ex-Field Men

CLARENCE A. RICH

Clarence A. Rich, who was recently elected chairman of the New York Ex-Field Men's Society, is vice-president of the Rossia, the well known reinsurance company, with headquarters in New York.

First Bancredit Corporation

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OF INSURANCE PREMIUM FINANCING

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CHICAGO, ILL. Insurance Exchange Building
CINCINNATI, OHIO Chamber of Commerce Building
CLEVELAND, OHIO National City Bank Building
DALLAS, TEXAS Gulf States Building
DETROIT, MICH. Penobscot Building
HOUSTON, TEXAS Shell Building
INDIANAPOLIS, IND. Electric Building
KANSAS CITY, MO. Fidelity Bank Building
MILWAUKEE, WIS. Century Building
NEW YORK CITY, N. Y. 100 William Street
NEWARK, N. J. Essex Building
PHILADELPHIA, PA. Drexel Building
PITTSBURGH, PA. Commonwealth Building
ST. LOUIS, MO. Missouri Pacific Annex
ST. PAUL, MINN. First National Bank Building
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For Over Fifty Years Good Friends of Local Agents

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

B. D. O. Chairmen Are Named

Missouri Is Zoned with Agents and Field Men Jointly in Charge of Activities

KANSAS CITY, March 31.—The Business Development Office program in Missouri under direction of the Missouri Fire Underwriters Association, is getting under way following division of the state into ten zones, each with a committee of agents and field men in charge. Zones and committee chairmen for agents, appointed by the Missouri Association of Insurance Agents, and chairmen and vice-chairmen for field men, named by the field men's association, are:

Zone 1, St. Joseph and northwestern Missouri—Agents, Loren Garlichs and Lewis Stubbs; field men, T. H. Carlton and J. C. Hupp.

Zone 2, north central Missouri—Agents, Fred Gunby and F. M. McCall; field men, O. D. Cox and H. C. Ferry.

Zone 3, northeast Missouri—Agents, Robert Clayton and J. F. H. Hoffman; field men, Earl Crellin and Bailey Turner.

Zone 4, Kansas City and west central Missouri—Agents, B. J. Fradenburg, W. J. Welsh and Frank McGee; field men, W. O. Woodsmall and W. B. Winchell.

Zone 5, Sedalia and western midcentral Missouri — Agents,Charles Jenkins and Ed Evans; field men, George Fagan and Claude Sherwin.

Zone 6, Jefferson City and midcentral Missouri—Agents, S. F. Conley and Sid Rollins; field men, Paul Schmuck and C. H. Mahn.

Zone 7, St. Louis and east central Missouri—Agent, L. E. Bright; field men, R. W. Smith and E. W. Thomas.

Zone 8, Carthage, Joplin and southwestern Missouri—Agents, Jack Menard, Felix Eberlein and Jack Spratt; field men, T. B. McCaffrey and H. L. Krauss.

Zone 9, Springfield and south central Missouri—Agent, Harold Cox; field men, T. O. Nuckles and L. B. Gribble.

Zone 10, Cape Girardeau and southeast Missouri—Agent, M. L. Clevlen; field men, R. E. DeHaven and G. J. Seibold.

Indiana District Meetings Will Start at South Bend

The first of the district meetings in Indiana under direction of the Business Development Office committee is scheduled for April 8 in South Bend. It will be an all-day affair, with talks by three field men and three local agents. A. Henne, vice-president and western manager, America Fore, Chicago, will attend and participate. Former Commissioner H. E. McClain is also expected to speak. J. W. Byrne, South Bend, vice-president Indiana Association of Insurance Agents for the second district, will preside. He will be assisted by E. P. Carson, special agent Continental. G. N. Schumacher, South Bend, Hartford Fire, is vice-chairman of the field men's committee.

The second meeting will be held April 15 at Evansville, in the tenth district. Ralph McReynolds, Evansville, is district vice-president of the Indiana association. J. W. Noble, state agent Security of New Haven, is chairman for the field men, and A. B. Smillie, manager Travelers Fire, vice-chairman. Sessions will be similar to those at South Bend. It is planned to cover the 12 districts of the state in the next two months.

Flood Creates New Business

People Realize the Effect of a Catastrophe and Seek Protection in Many Ways

CINCINNATI, March 31.—The Ohio River flood which affected the entire city and community, has made people insurance-conscious and has resulted in much new business being developed in different ways. This is due to emergency action that had to be taken by the city manager and city council, so that water, light and power had to be conserved, much to the personal discomfort of citizens, together with the floating gasoline hazard in the flood waters that were backed up the Mill Creek valley. Undoubtedly what has occurred in Cincinnati is being duplicated in other places.

People Appreciate Possibilities

The people saw what could happen to a city in a catastrophe of this kind. They appreciated the fact that there might be a conflagration or a severe tornado that would cause tremendous property loss. They had the visible evidence of loss and possibilities of prostration under all sorts of circumstances. They realized that they could not get flood insurance. Even if a man came in with a check for $1,000 and asked an agent to get flood insurance for him he could not get it because companies are not writing flood insurance. The only flood insurance written is for national concerns having properties all over the country and they are in a position to force their demands on the underwriters. However, the flood did bring to the minds of the people the desirability of being protected in all possible ways. This has resulted here in people reviewing their insurance, getting in contact with their insurance office and having their situation thoroughly discussed. Some offices have made a very material increase since the flood.

Omaha's $250 Occupational Tax to Be Held in Abeyance

OMAHA, March 31.—After listening to pleas of representatives of about 50 small insurance companies doing business in Omaha, the city council voted that the ordinance imposing a $250 a year occupation tax on insurance companies be held in abeyance pending efforts to work out some other plan which would entail less hardship.

Mayor Butler said he will name a committee to confer with a committee of insurance men to be selected through Bernard Stone, attorney who represented several companies before the council, and Frank T. B. Martin of Martin Bros. & Co., who has twice appeared before the council to protest the tax.

C. W. Moose Testifies

Former Commissioner C. W. Moose, now an organizer for the Columbus Mutual Life, said he was given the choice of paying the $250 out of his own pocket or moving his office to Lincoln. Questioned about the state insurance tax by Mayor Butler, Mr. Moose said: "The state insurance tax is just another case of a hidden tax. The people are paying it and don't know it. Two cents out of every dollar paid in premiums goes to the state. About three or four percent, perhaps, goes to maintain the insurance commission and the rest goes into the general fund."

Several speakers advised the council that if the tax is necessary it should be based on the amount of premiums rather than a flat rate.

"The tax sets a dangerous precedent," Mr. Moose said. "If Omaha can pass a tax so can Lincoln, or Beatrice or Grand Island. We realize the city council needs money, but the tax should be based on the amount of business written."

Commissioner Knudsen said at conclusion of the meeting that the tax would not be repealed, merely revised. The ordinance was to have taken effect April 1, but Mayor Butler has instructed the city clerk's office not to attempt collections until the ordinance is revised.

Miller "Y" Club Speaker

Milo Miller, secretary and manager of the Iowa Fire, addressed the Y Men's Club of Waterloo, Ia. He traced the beginnings of fire insurance, discussed the different types of fire companies, told of the work of adjusters and related stories of arson fires.

Insurance Men to Make Cheese

ST. PAUL, March 31.—Two prominent St. Paul insurance men are among the incorporators of a new company to manufacture Swiss cheese. They are Frank S. Rogers of the Rogers & Field general agency, and George H. Radcliffe of Cathcart & Maxfield.

Takes Charge of Life End

C. A. Botham, secretary of the Carter-Jenkins Agency Company, Akron, O., takes charge as manager of the life and accident department of that agency. The firm is general agent of the Ohio State Life.

Lincoln C. of C. Insurance Group

O. R. Frey, general agent Bankers Life of Nebraska, has been named head of the insurance subdivision of the Lincoln chamber of commerce. Associated with him are O. D. Trombla, C. H. Casper, S. E. Copple, H. D. Gish and T. A. Sick. Mr. Gish is secretary-treasurer of the Lincoln Life Underwriters Association. D. H. Timmerman heads the fire prevention subdivision.

Fire Losses Are Reduced

Kansas City fire losses decreased sharply in February, totaling only $42,543 compared with $74,895 a year ago. For the first two months losses were $106,322, compared with $240,177 in the same period of 1936.

Beezley Opens Own Agency

WICHITA, March 31.—E. C. Beezley, prominent Wichita agent for the past 20 years and since 1928 a member of Dulaney, Johnston & Priest, is establishing his own agency at 706 Schweiter building.

He was a charter member of the Wichita Insurors, when he was a member of Beezley, Bauerle & Ingram, which consolidated with Dulaney, Johnston & Priest in 1928.

Opens St. Paul General Agency

M. Q. Haas has resigned as vice-president and has withdrawn from the Matteson Co., St. Paul general agency, to establish a general agency for the Anchor. He already has the state agency for the Great Lakes Casualty.

Independent Agents Meet April 10

WICHITA, March 31.—The organization meeting of independent fire and casualty agents of Kansas, which will include mutual and mixed agencies, not members of the Kansas Association of Insurance Agents, has been called for April 10 in Wichita by the temporary chairman, Elmer Overholt of the Overholt-De Vore Agency, Wichita, who was empowered at the preliminary meeting March 13, to go ahead with organization plans. Some 300 agents in eighteen counties surrounding Wichita have been invited and a good response has been received. It is proposed to gradually expand the organization into a state association. Mr. Overholt says independent agents in other states are watching the progress of the Kansas organization, and he expects that several other states will attempt similar organizations shortly.

Set Kansas Cleanup Week

The week of April 11 has been named as Kansas Clean-up Week by Governor Huxman. The department of inspections is furnishing special posters and bulletins to local fire departments and newspapers. The Kansas department of the American Legion is cooperating in the movement.

Merritt Stag Dinner Speaker

MINNEAPOLIS, March 31.—Nearly 200 insurance men attended the annual stag dinner of the Insurance Club of Minneapolis. The speaker was King Merritt, general sales manager Investors Syndicate. Members of the Blue Goose, Minneapolis Underwriters Association and Minneapolis Life Underwriters Association attended.

Minnesota Association Growing

ST. PAUL, March 31.—Membership in the Minnesota Association of Insurance Agents has now reached 475, placing it seventh among all the associations of the country in size. The membership committee hopes to make it an even 500 before the year ends.

Salary Boost Bill Defeated

The Ohio senate defeated by a vote of 17 to 9 the bill to increase the salaries of the superintendent of insurance and other officials. The proposal was to increase the salary of the director of trade and commerce, who has charge of the departments of banking and insurance, from $6,500 to $7,500, the superintendent of banking from $5,500 to $6,500, and the superintendent of insurance from $5,000 to $6,000.

To Discuss Insurance Bills

The Illinois senate insurance committee this week will give hearings on some of the provocative insurance bills that have been introduced outside of the code. Some of these are regarded as extremely hostile by the insurance men.

To Hear Finance Expert

CINCINNATI, March 31.—A. F. Soucheray, vice-president in charge of insurance premium financing First Bancredit Corporation, St. Paul, will be the speaker at the April 8 meeting of the Cincinnati Fire Underwriters Association.

Forced Out by Flood

Leon Hammer, local agent at New Albany, Ind., who had been confined to his home for several months, was forced to leave New Albany by the flood and has located for the present at Indianapolis.

Mutuals' Bonds Under Fire

LINCOLN, NEB., March 31.—John S. Logan, attorney for the insurance department, has advised Director Smrha that several Nebraska mutuals have been issuing bonds which they agree to redeem at the end of 12 years in cash, in stock at a fixed price or in part cash and part stock, and suggested that citations be issued. This would be followed by an order directing that funds received

from such sales be held in trust or returned to the purchasers.

Mr. Logan said that as a mutual has no stock and no authority to issue any, it is impossible for one to complete such a contract, and holds that such issues are outside the law.

Fight Over Local Taxes

BELLEVILLE, ILL., March 31.—Assistant State's Attorney Kane of St. Clair county as special tax attorney for the county has asked Illinois State Auditor Barrett to revoke the licenses of about 200 fire companies doing business in this county because of their refusal to pay local taxes for 1935 totaling $10,876.

The companies have refused to pay the taxes the county seeks to impose on the ground that such assessments are not legal. Companies are permitted to take deductions for the office overhead of agents in handling their business. Since one agent may represent a dozen companies the St. Clair county officials have attempted to force the companies to itemize the exemptions they are taking instead of lumping them in one sum.

Tips OF THE MONTH

APRIL, 1937

● This is the time of year when people move and keen insurance men sell Rent and Rental Value Insurance. Making up your prospect list will be easy. Any owner of rental property bringing in a good revenue is a prospect for Rent Insurance. Any business concern which occupies its own property or any home owner is a prospect for Rental Value Insurance. Right now our field men are helping our agents put this profitable business on their books.

● Eight planned calls a day and eight straightforward, well-thought-out sales presentations bring success to any local agent.

● Your best sources of prospects are old customers. If you have thoroughly sold them on your knowledge of insurance, and the service you give, they will be glad to tell you the names of friends who need insurance—if you ask.

● We are exponents of the new and convincing way in direct-by-mail advertising. We work in the knowledge that dullness in advertising is disaster. That people will read a folder if it is more interesting than anything else in the mail. Write for a sample set of these folders. Compare them with those you now use. See for yourself whether you would rather have them work for you or against you.

● Household furniture policies need attention annually. With the general improvement in business, many replacements have taken place. Policies that originally provided fair coverage now offer inadequate protection. The time you spend in assisting your customers in making up their household inventories will offer many opportunities for selling other forms of insurance.

● The story of the acorn and the sturdy oak tree is old but ever new. Our free booklet, "Planned Progress," tells you how to plant the acorn of a basic, far-sighted plan in your agency and cultivate a steady, profitable growth of business from it. Write for the booklet. Today.

BOSTON INSURANCE COMPANY
OLD COLONY INSURANCE COMPANY
87 KILBY STREET
BOSTON
MASSACHUSETTS

Indiana Men to Omaha

Officers of the Indiana association, including D. H. Swadener, president, and J. W. Stickney, secretary-treasurer, will attend the mid-year meeting of the National Association of Insurance Agents in Omaha. R. M. Fox, president of the Indianapolis association, and at least a half dozen others in the state are planning to attend.

O'Brien to Speak in Dayton

The Dayton (O.) Association of Insurance Agents will meet April 5. The speaker will be Robert O'Brien of Columbus, chairman of the legislative committee of the Ohio Association of Insurance Agents. State Secretary John A. Lloyd also will take part in the meeting.

Third Generation Additions

G. F. Gescheider has joined the G. A. Gescheider agency, Steubenville, O., and the name of the firm has been changed to Gescheider, Stuart & Co. G. F. Gescheider is the third generation of the family to be associated with the company. R. L. Stuart has been a member of the firm since 1919.

At Salem, O., Eugene Young has been taken into the Young & Brian Co., also being the third generation of the family to be connected with the agency. He is a son of H. W. Young.

Reach 30 Year Mark

Three agents in Kansas—J C. Hoyt & Co., Eldorado; G. Keplinger, Morrill, and J. O. Thompson, Seneca—recently celebrated their 30th year of representation of the New York Underwriters. Four agents in the same state—Louise H. Carstensen of Belleville, Blackledge-Bollinger Agency, Caney; F. A. Soderstrom, Hoisington, and J. H. Henderson, Iola—have represented that company 25 years.

Harry Rogers at Sioux Falls

Harry K. Rogers of the Western Actuarial Bureau at Chicago visited Sioux Falls, S. D., for two days and appeared at events sponsored by the fire prevention committee of the Sioux Falls chamber of commerce. He spoke before the chamber of commerce meeting at a luncheon and his talk was broadcast over the local broadcasting station. He went before a number of school children, speaking on fire prevention work.

Held for Bond Sales

LINCOLN, NEB., March 31.—Charles S. Copeland, secretary of the General States of Omaha, is under $500 bond to appear in this city, along with O. K. Lowe, Lincoln salesman, on a charge preferred by the securities bureau of the insurance department that without a permit they sold bonds of a corporation not exempt under the state laws from bureau supervision. Paul Jones, head of the bureau, said that the company had disposed of between $12,000 and $15,000 of these bonds to Nebraska residents.

District Meeting at Chanute

The first of a series of district meetings sponsored by the joint Business Development Office committee of the Kansas Fire Underwriters Association and the Kansas Association of Insurance Agents was held in Chanute March 30. George Shanks, Fireman's Fund, was chairman for the field men and J. D. Gilmore, Independence, past president Kansas association, for the agents. All eight districts will hold such meetings within the next few weeks.

Hook Acquires Agency

E. A. Hook has acquired the business and assets of the Allied Insurance Agencies Company of Kansas City, which he helped form two years ago, and will continue the agency as the E. A. Hook Insurance Agency. Mr. Hook was with the Allied as production manager from organization. Prior to that he was for seven years Kansas City branch manager Trinity Universal. The agency will represent W. U. A. companies.

Urge More Funds for Department

ST. PAUL, March 31.—Members of the Minnesota Association of Insurance Agents this week were exhorted to support legislation to increase the working funds of the insurance department. Citing the fact that the department is allowed but $37,000 a year by the state while it turns into the state treasury $2,000,000 in the form of fees and taxes against insurance companies, "Minnesota Insurance News," official organ of the state association, urged every member to get behind the movement for a larger appropriation.

Smrha Asks Change

LINCOLN, NEB., March 31.—Insurance Director Smrha has asked the appropriations committee of the legislature to change the setup for his department for the next two years. Instead of direct appropriations for the bureau from the general fund of the state he wants made available the moneys paid in by companies and agents for licenses and services, as distinguished from the payments by companies in the form of gross premium taxes. This will not increase the total amount of the department's expenditures but will permit the use of funds as activities require.

Cause of Thorrez & Maes Fire

Investigators for the fire department of Jackson, Mich., have expressed the theory that the recent $600,000 fire loss at the plant of the Thorrez & Maes Manufacturing Company plant there was caused from sparks falling on the roof after the night watchman had fired the boilers with too much sawdust. The fire communicated through an oil line from a 500-gallon storage tank before it was discovered and its spread was facilitated by the fact that 93 machines had individual oil tanks attached to them. There was only about $250,000 insurance on building, stock and machinery. Just a few days before the fire, the coinsurance clause was removed. There is $100,000 U. & O. cover.

Disturbance in Moberly, Mo.

The Insurance Agents Association of Moberly, Mo., has sent a bulletin to members concerning a problem that has arisen under the "in and out" rule. According to the bulletin, the London & Lancashire, which is represented in four board agencies, made an appointment with an agent who did not belong to the board. The "in and out" rule was enforced with the result that one agent has resigned representation of the London & Lancashire, another has withdrawn from the board, two have been suspended by the board for failure to resign. Thus the London & Lancashire is now entirely outside of the board. The board has set April 1 as the date for correction of the existing representation of companies.

Mutuals Move, Due to Omaha Tax

The Farmers' Union Fidelity and Farmers' Union Hail of Omaha, will remove headquarters to Grand Island, Neb. The Farmers Union Cooperative, the largest of the group, is planning to

"POINT OF SALE ADVERTISING...

should have a point," points out Lex.

A very pertinent remark, especially when considered in connection with the Camden Fire's Window Display Unit and the current series of posters being sent to our agents each month.

We'll gladly send a descriptive folder upon request—object: publicity for Lex and our Production Department.

THIS IS LEX

AD1841

CAMDEN FIRE
INSURANCE ASSOCIATION
Camden, New Jersey
Celebrating Our 97th Year of Independence

follow suit. Officials say the determination of the Omaha council to levy a $250 a year occupation tax on each company, except fraternals, is responsible.

Hutchinson, Kan., Is Rerated

Hutchinson has been rerated by the Kansas Inspection Bureau as a fourth class town. New card rates are expected to be released shortly after May 1.

Midwestern Notes

W. M. Ropes and **C. F. Cooper** have opened a new agency at Onawa, Ia.

J. H. May, Valentine, Neb., agent, died in an Omaha hospital after a long illness.

IN THE SOUTHERN STATES

Virginia Association Plans

Is Holding Live Regional Meetings at Various Points—President Clarke Attends the Gatherings

The annual convention of the Virginia Association of Insurance Agents will be held at the Chamberlain Hotel, Old Point Comfort, June 25-26. A series of regional meetings has been held during the last two weeks at Newport News, Norfolk, Charlottesville, Harrisonburg, Lynchburg, Roanoke and Danville, presided over in each case by President Roger Clarke of Fredericksburg. L. E. English of Richmond, chairman executive committee American Association of Insurance General Agents, gave an outline of Business Development program at five of the meetings and F. S. Dauwalter, director of the organization, spoke at two of the meetings. Malcolm Jones of Richmond, special agent of the American group, representing the Virginia Field Club, talked on the supplemental contract and gave information as to the additional hazards covered. J. D. Ewell, chairman of the executive committee of the Virginia agents, reported on the activities since the annual meeting. He is very optimistic as to the possibilities of employing a full time executive secretary. Plans for financing that office are being made and pledges being secured.

Membership Increases

Stuart Ragland, chairman of the membership committee for Virginia, and regional chairman for Virginia, West Virginia, North and South Carolina for the National association, gave an enthusiastic talk at each meeting, the result being 14 percent increase in Virginia members. Warren Curtis, chairman of the legislative committee, reported progress in his work calling attention to a number of measures passed which were favorable to the business. He thinks that there is a very sensible legislative program laid out for the next session. President Clarke declared that stock insurance is forging ahead and is assuming an increasingly strong position in the state. Other regional meetings are in prospect.

Globe & Rutgers in Oklahoma

The Globe & Rutgers has been licensed in Oklahoma. R. W. Drake is appointed general agent.

Plans for Kentucky Meeting

Annual Convention of the State Local Agents Association to Be Held in June

Arrangements for the annual meeting of the Kentucky Association of Insurance Agents at the Brown Hotel, Louisville, June 17-18, will not be made until after the mid-year meeting of the national body at Omaha. G. R. Reed of Columbia is chairman of the convention committee. D. R. Peel of Benton is president and Mr. Reed national councillor

A membership drive is now under way. P. B. Bethel, secretary of the state association and the Louisville Board, aided by Mr. Reed, J. H. Gausepohl of Covington and F. A. Buchanan of Newport arranged a meeting this week at Covington to form the Kenton-Campbell County Board to embrace agents in Covington, Newport and adjacent towns.

Southern F. & M. Makes Its First Agency Appointment

ATLANTA, March 31.—Dargen, Whitington & Connor have been appointed local agents for the Atlanta territory of the newly organized Southern Fire & Marine. Other agents throughout Georgia will be announced shortly. For the present, the Southern Fire & Marine will write business only in Georgia, according to A. R. Wilkerson, vice-president and managing underwriter.

Mr. Wilkerson has been in fire insurance work since 1902, when he entered the office of the Jemison Real Estate & Insurance Company, now operating as Jemison-Seibels Insurancy Agency, serving as solicitor, policy clerk, cashier and office manager. In 1908 he left that office to become special agent for E. G. Seibels of Columbia, S. C., representing a group of companies and supervising Alabama and Mississippi with headquarters at Birmingham and in 1912 joined the Norwich Union Fire as special agent for South Carolina, Georgia, Alabama, Mississippi and Louisiana, with headquarters at Atlanta.

In 1921 he became assistant manager in the office of C. M. Jerome, manager at Atlanta for several companies operating in Virginia, North and South Carolina, Georgia, Florida and Alabama. In 1924 he was made a member of the firm, the name being changed to Jerome, Wilkerson & Cowan. He retired March 1, 1930, on the advice of his physician, selling his interest in the firm, but did not remain long in retirement, returning to the business in 1931 as state agent of the Caledonian and the Netherlands for the Carolinas, with headquarters in Atlanta.

Tremendous Tenth

H. A. STECKLER

The tenth anniversary of the H. A. Steckler general agency of New Orleans is being observed Thursday of this week. Mr. Steckler is a well known operator. He is a past president of the American Association of Insurance General Agents.

Louisiana Agent Dies

Gus Villere, Labadieville, La., died there after a prolonged illness. He had been active in the Louisiana Insurance Society for many years. Klotz & Dugas, who have been looking after Mr. Villere's business during his illness, will take over the agency and conduct it in conjunction with their agency at Napoleonville.

Seek Public Building Safety

OKLAHOMA CITY, March 31.—W. S. Eberle, chairman fire prevention committee Oklahoma City chamber of commerce, has arranged a meeting April 10 for janitors and custodians of school buildings, as part of the program to make public buildings safe against explosion and fire. Moving pictures will be shown of the devastation wrought by the New London disaster and instructions on hazards of such buildings will be distributed.

An ordinance is being sponsored by the committee to penalize anyone tapping gas lines, whether for individual home fuel or for public buildings. It is also urging passage of a state law that would require a deodorant composition injected into gas mains so that presence of gas could more easily be detected. State Fire Marshal Theimer has ordered all schools, hospital and public buildings inspected and hazards removed. He has condemned the fine arts and history buildings at the Oklahoma A. & M. College at Stillwater.

Ramsey Full Fledged Lawyer

R. R. Ramsey, well known adjuster in the Volunteer building at Chattanooga, Tenn., received his license to practice law last fall and was introduced to the Tennessee supreme court recently. Therefore, he is qualified to practice in all the state courts. Mr. Ramsey has been an independent adjuster in Chattanooga for six years. He served for five years as staff adjuster for the National Union Fire and the old National Union Casualty of Pittsburgh in the Carolinas. Previous to that he was in the office of a local agency.

Sees Uniformity on Fireworks

The Virginia League of Municipalities has launched a movement for uniform ordinances in all towns and cities as well as in counties regulating the sale of fireworks. It is often found that such ordinances are practically nullified by the fact that adjoining counties or towns have no restrictions at all along that line.

Regional Meeting at Augusta

AUGUSTA, GA., March 31.—The agency meeting here sponsored by the Georgia Field Men's Club was attended by 75 agents from this city and the surrounding territory. F. S. Dauwalter of the Business Development Office gave the principal address. Among the out of town agents were Sidney O. Smith, Gainesville, Ga., member executive committee National Association of Insurance Agents, and A. R. Menard of Macon, national councillor of the Georgia Association of Insurance Agents.

New Suburban Rates Favorable

LOUISVILLE, March 31.—All argument against the new suburban rates in Louisville territory has been dropped by agents as well as the fiscal court, as a recheck of the new rates indicates that they are really favorable to the section just outside of the city limits.

Louisville Inspections Stressed

LOUISVILLE, March 31.—Three inspections annually safeguard Louisville schools from a disaster like that at New London, Tex., J. H. Krusenklaus, inspector of the fire prevention bureau of the Louisville fire department, explained

NEW YORK
BUFFALO
PITTSBURGH
CLEVELAND
COLUMBUS
DETROIT
INDIANAPOLIS
MILWAUKEE
MINNEAPOLIS
DULUTH
ST. LOUIS

MARSH & McLENNAN
INSURANCE
164 West Jackson Boulevard
Chicago

TULSA
PHOENIX
SAN FRANCISCO
LOS ANGELES
PORTLAND
SEATTLE
VANCOUVER
WINNIPEG
MONTREAL
BOSTON
LONDON

at a meeting of the Louisville Building Congress.

Mr. Krusenklaus pointed out that the city is ranked seventh among municipalities having fire prevention work and stressed reduction in fires since the bureau was organized.

Shawnee Exchange Incorporates

The Shawnee Insurors Exchange, Shawnee, Okla., has been incorporated by Ruth M. Sims, A. J. Fluke and Beulah Guild.

Southern Notes

The chamber of commerce of **Richmond, Ky.,** has announced a long term fire prevention and insurance rate reduction program.

Mrs. J. C. Terry, 78, mother of **C. C. Terry,** manager Bradshaw & Weil agency, Louisville, died there following a month's illness.

PACIFIC COAST AND MOUNTAIN

May Employ Rebate Measure

Colorado Agents Ready to Take Court Action in Campaign for Qualification

DENVER, March 31.—A plan whereby agents who hold licenses primarily for the purpose of getting a discount on their own insurance would be brought into court and fined under the anti-rebating section of the insurance code and under which the companies that had requested licenses for such agents would have their own permits to operate in the state revoked was outlined by the grievance committee of the Denver Association of Insurance Agents at the association's monthly meeting. This plan is the latest development in a campaign of the local agents association for more thorough qualification.

Watch Qualification Bill

Immediate action under this proposal is being held up pending developments on a new qualification bill which has been introduced in the legislature, approved by the local agents, the commissioner, the attorney general's office and company representatives. The original agency limitation bill sponsored by the local agents is now accorded only the slimmest chances of passage. However, all factions seem to be in favor of the new measure. It provides simply that with his application for license renewal, agent would have to provide an affidavit to the effect that in the year previous, he had written at least twice as much business on outsiders as on his own life or property or on that of relatives.

Expected to Pass

There is some disagreement as to exact wording of the bill but it is considered quite certain of passage. Company representatives want the wording changed so that the affidavit will have to come from the agent rather than the company, pointing out that it is impossible for companies to tell whether or not policies are written for relatives of agents. Another faction wants an agents examination provision included.

Commissioner Cochrane is holding up issuance of an order relative to the present qualification law pending action on the new bill. The agents association has completed a qualification form modeled after the Michigan one but is holding it back for the same reason.

If the new bill is not passed, the association plans to hold a hearing on the matter and then bring up a test case in district court in which an agent would be charged with violating the anti-rebating section of the insurance law and the company requesting his license would be charged with violation of provisions of its permit.

Open Marshfield, Ore., Branch

The Pacific Coast department of the Fire Companies Adjustment Bureau has established a service office at Marshfield, Ore., with E. S. Nelson, who has been with the Portland branch of the bureau for several years, in charge.

G. K. Bolt, for more than 17 years with Peckham & Green, independent adjusters, more recently as manager of the Fresno office, has resigned to join the Fire Companies Adjustment in San Francisco.

Commission Scale Protested

Strong Resolution Is Adopted by Steering Committee of the Oregon State Agents Association

PORTLAND, ORE., March 31.—The steering committee of the Oregon State Agents Association held its quarterly meeting here with a full attendance of members and officers. Fire commissions attracted major attention, a strongly worded resolution being adopted condemning the new commission scale adopted by the standard companies, specific reference being made to the rule dealing with Class D multiple occupancies, where the rate of commission is governed by the occupancy carrying the lowest scale. Exception was also taken to the rule calling for 15 percent commission on builders risk reporting form business.

Satisfaction was expressed with the outcome of insurance legislation, Merrill D. Ohling of Salem reporting on the session. Mr. Ohling, who was chairman of the legislative committee, reported that the insurance commissioner has been armed with a new law permitting him to levy stringent fines for code violations. For second offenses he may revoke the agent's license and the circuit court must enforce his order. Another important measure permits the state liquor commission to purchase necessary insurance.

President Claude Nasburg of Marshfield reported on pending federal legislation dealing with restrictions for soliciting insurance through the mails. A concerted effort is being made by Commissioner Earle to clean up illegal operations of non-admitted carriers in Oregon, Mr. Nasburg pointed out. Chairman George Haerle reported on the failure of the agents' proposal for increased commissions on provisional business to pass a "sign-up" of the "street" at San Francisco. It was voted that the matter again be referred for consideration, together with a brief on the subject. No delegate will be sent to the Omaha midyear meeting, it was decided, although the association will continue to be represented at the annual meeting.

The meeting was followed by a buffet supper, with Swett & Crawford, coast general agents, as hosts.

Modified Ruling on Placing Business with Lloyds Asked

DENVER, March 31.—A movement is under way to try and get a modification of the ruling by Assistant Attorney-General Donaldson under which Colorado agents and brokers are not permitted to place business with non-admitted companies. Backers of the movement maintain that Lloyds, at which carrier the ruling was directed primarily, furnishes certain coverages which are simply not available in admitted companies, and that if their use is not permitted certain classes of business are forced into direct channels. They propose that use of Lloyds be permitted provided the agent file with the insurance commissioner a description of the coverage and an affidavit that it is not available through any company admitted in Colorado.

Mr. Donaldson maintains that half-

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GOOD faith to agents and policyholders at all times has been one of the fundamental policies of this company. It is exemplified by an honorable reputation, sound practices, sound underwriting and a sound financial policy.

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Robert R. Clark
U. S. Manager and President

The Netherlands Insurance Co. of The Hague, Holland

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Robert R. Clark, U. S. Manager

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"A GOOD AGENCY COMPANY"

LIKE A FAMILY DOCTOR THE

GENERAL AGENT

NEAREST YOU IS

WORTH KNOWING

● An insurance specialist in his territory—that's a General Agent. He knows every step of it, covers it thoroughly, is familiar with local conditions, and is always ready to help YOU as a Local Agent, and NOT compete with you.

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Coates & Raines, Inc.
Little Rock

Trezevant & Cochran
General Agents Since 1876
Little Rock

CALIFORNIA
Edward Brown & Sons
San Francisco

KANSAS
T. W. Garrett, Jr.
Gen'l Agcy., Inc.
Kansas City

Kansas Underwriters
Wichita

KENTUCKY
Bradshaw & Weil Gen. Agcy. Co.
Incorporated
Louisville

LOUISIANA
Trezevant & Cochran
General Agents Since 1876
New Orleans

OKLAHOMA
R. W. Drake & Company
Complete Insurance Facilities
Oklahoma City

Trezevant & Cochran
General Agents Since 1876
Oklahoma City

TEXAS
Trezevant & Cochran
General Agents Since 1876
Dallas

● Find out today about the General Agent's way—write the office nearest you or the American Association of Insurance General Agents, Gas & Electric Bldg., Denver, Colo.

way measures would not be practical and would defeat the original purpose of the ruling—to prevent indiscriminate use of companies which pay no taxes in Colorado and are not subject to state regulations.

Insurance Investigation Is Voted by House in Colorado

DENVER, March 31.—The Colorado house of representatives has passed a resolution calling for a sweeping investigation of all insurance companies doing business under state franchise and of the office of the insurance commissioner. An appropriation of $250 is provided.

The legislative body intends to clear up a variety of charges and counter charges against certain companies, giving the good ones a clean bill of health and finding out where trouble exists elsewhere, according to Herman Kline, sponsor of the resolution and chairman of the house insurance committee.

Just what the proposed investigation will cover appears uncertain. Its importance is discounted by some authorities and upheld by others. The resolution makes no reference to any specific company.

Kitsap County Agents Elect

The Kitsap County (Wash.) Insurance Agents Association has elected Buel Gossett, John Larkin Co., president; Arnold Wang, vice-president, and Lillian Hull, secretary-treasurer. It was reported the board wrote several lines of insurance for the county and the city of Bremerton.

Emme Heads Credit Group

LOS ANGELES, March 31.—Paul Emme, assistant district manager Fidelity & Casualty, has been reelected president of the Insurance Credit Clearing Association of Los Angeles. Other officers elected were: William Scott, manager Canadian Fire and Canadian Indemnity, vice president; W. H. Woodruff, manager marine department Fireman's Fund, secretary and H. E. Charleton, Seyler-Day general agency, treasurer.

Long Beach Club Makes Gains

Substantial gain and consistent progress is being shown by the Insurance Women's Club of Long Beach, Cal., organized last November with 13 members. Affiliated with the Insurance Girls' Service Club of California, the club now has over 35 members, and is actively engaged in educational work as well as sponsoring frequent social events. Lillian Lasater is president; Olive Uden, vice-president; Georgine Sullivan, recording secretary; Virginia Chapman, corresponding secretary, and Wilma Roach, treasurer.

Badger Addresses Boards

H. F. Badger, secretary-manager of the Pacific Board, addressed members of the Tulare-King Counties Association of Insurance Agents at Visalia and the Fresno Association of Insurance Agents, reviewing details of the various available coverages and activities of the board for the general development of agency business.

Name Cobb & Stebbins

DENVER, March 31.—Cobb & Stebbins have been appointed general agents in Colorado for the First American Fire, formerly handled by George W. Beck & Co. Mr. Beck was killed several months ago.

Governor Sues Mill Mutuals

Governor Clarence D. Martin of Washington has filed suit against the mill mutuals for $30,954, asking for payment of loss to grain owned by his mill company in a fire which demolished the Creston Cooperative Grain Company's elevator a year ago. Five separate actions have been filed, one against each member of the group. The mutuals denied liability, contending the grain was not in the warehouse at the time of the fire but had been stolen and sold by the manager of the mill, who later was convicted on arson charges and is serving a sentence in the Walla Walla penitentiary.

Plan Western Safety Conference

The meeting of the Western Safety Conference will be held in Portland this year. The conference came into being in 1935 in San Francisco with B. G. Wills, vice-president Fireman's Fund Indemnity, as general chairman, and last year met in Salt Lake City. A general committee has been appointed by Governor Martin of Oregon and active plans are now going forward. Governors of 11 western states have appointed the five men who will represent their states on the governing board, which will meet in Portland to outline the future policy of the conference.

Washington Legislation Enacted

A review of Washington insurance legislation passed by both houses and signed by Governor Martin shows that only 12 bills out of over 40 that were introduced finally passed. Principal new measures are the agent's qualification law and the medical lien act. The qualification law requires all first-time applicants for agents', brokers' or solicitors' licenses to submit to a written examination. Doctors, nurses and hospitals may file a lien for services against third party claims within 20 days after the date of accident under the terms of the medical lien law. Another new law prescribes a 1 percent premium tax for domestic companies. Foreign companies pay 2¼ percent. The monopolistic workmen's compensation law is extended to cover federal projects under a new amendment New classifications are set up under another amendment. Governor Martin last week vetoed a bill setting up a state bureau of boiler inspection.

Sonoma County Controversy

The application of Pacific Board's rule permitting a member company to take business away from another member if the latter had written the business in violation of board rules has caused a controversy in Sonoma county.

For years the fire insurance on properties of Sonoma county has been written by the Sonoma Agents Association in the London & Lancashire at a rate of $2.47 for three years. The insurance expired recently and it was written in the National at $1.75 for five years.

The National made this competitive quotation on the theory that London & Lancashire had violated board rules by furnishing a free appraisal to Sonoma county.

The Pacific Board executive committee ordered the National to cancel its policies. The National did so under protest and replaced them with a cover note at full board rates.

Pearl on Door Plant Loss

The Peal Assurance has the entire line on the American Door Plant mill at Hoquiam, Wash., which suffered approximately a $30,000 fire loss March 21.

Boss on Coast Trip

T. B. Boss, president America Reserve, is on a Pacific Coast trip.

EASTERN STATES ACTIVITIES

Company Executives Oppose Connecticut Rate Quiz Bill

G. C. Long, Jr., vice-president Phoenix of Hartford, was one of those who appeared at a public hearing in Hartford in opposition to two bills and a joint resolution creating a commission to investigate and report back to the legislature in 1939 on the rates charged by all types of insurers. He said such an investigation in the home state of the companies would do serious damage to the outstanding reputation of the Hartford companies in other states. O. C. Beckwith, counsel for the Aetna Life and A. M. Collens, president Phoenix Mutual Life, also expressed opposition to the proposed move.

Row Over Boston Department

BOSTON, March 31.—Controversy has arisen between the mayor of Boston and the Boston Municipal Research Bureau over the situation in the Boston fire department. The head of the department asked for more men to operate the department and the bureau issued a bulletin that "mere additions to the force are a poor substitute for efficient organization." The bureau claims the recommendations of National Board engineers for increasing the department's efficiency were not carried out and therefore "it is not surprising that the board finally recommended more men when its past suggestions for greater efficiency have been disregarded."

Comment by Parkersburg Agent

F. P. Dodd, agent at Parkersburg, W. Va., in commenting on a case cited in an article in a recent issue, where the inherent explosion clause was not put on a dwelling policy, contends that this is due to the worst kind of carelessness on part of the agent. He says that he does not allow any policy to go out of his office without this clause. Agents that represent stock companies and mutuals are to blame unless they put the explosion clause in the contract. If any company objects to having an explosion clause attached to the policy then Mr. Dodd says he should get another company.

Springfield Non-Stock Campaign

SPRINGFIELD, MASS., March 31.—A campaign against direct writing mutuals and reciprocals has been started by the Springfield Board. The Business Development Office is to be utilized. H. R. Preston is chairman of the committee in charge.

Fleming Heads Boys' League

NEWARK, March 31.—At the annual meeting of Everyboy's Safety League, all officers were reelected. T. Alfred Fleming, conservation director, National Board, was elected president of the board of trustees. Other insurance men on the board include Frederick Ackerman, New Jersey state agent National Union, and H. W. Puschel, New Jersey special agent, Home group.

Farquhar Protective Head

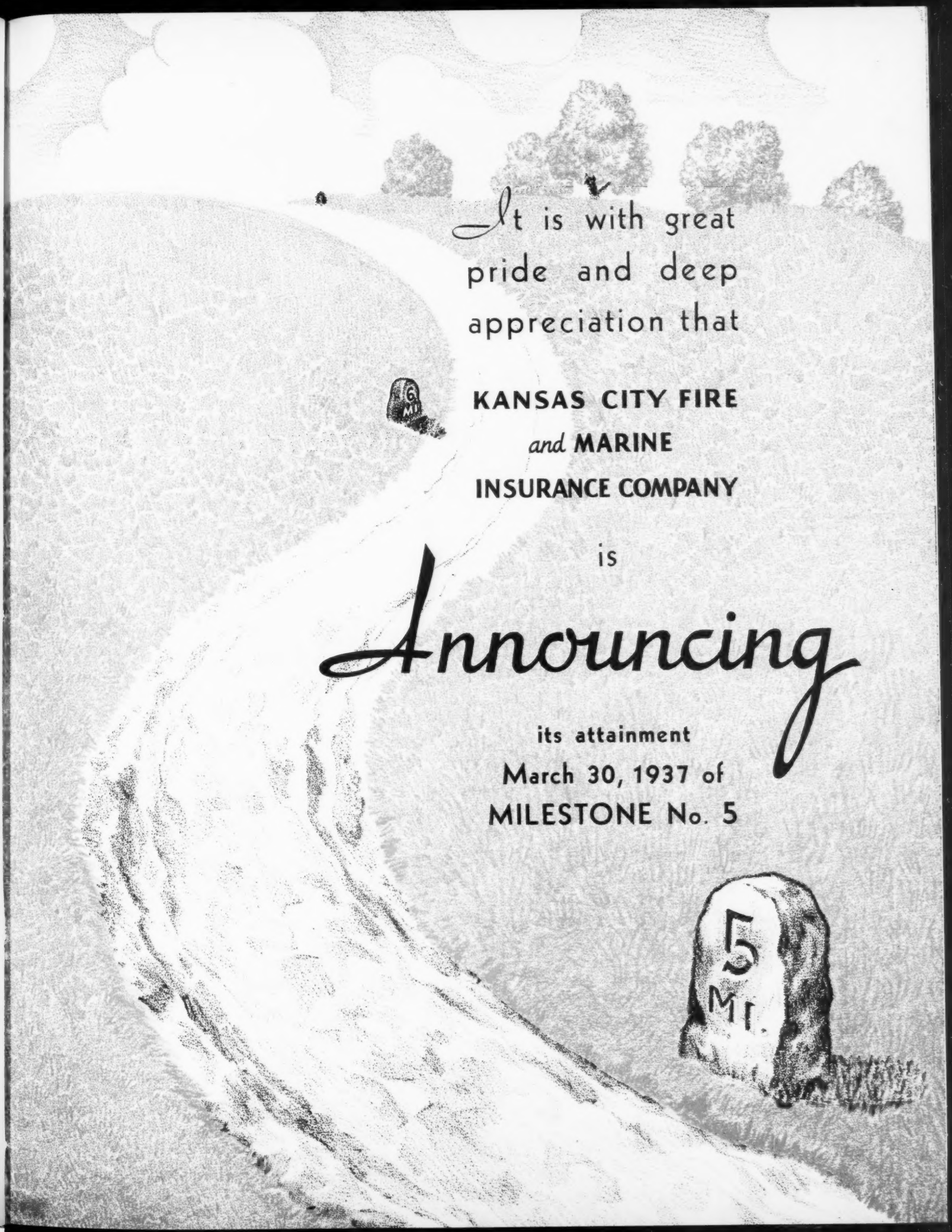
F. G. Farquhar, Boit, Dalton, Church & Hamilton, was elected president of the Boston Protective Department at the annual meeting. A. J. Anderson of O'Brien, Russell & Co., is vice-president and C. W. Gooding is secretary.

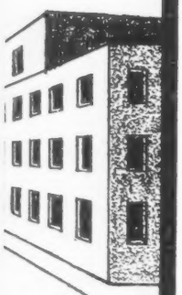
N. J. First Quarter Losses Down

NEWARK, March 31.—The estimated fire loss in New Jersey for the first quarter of this year is reported as $1,047,000, as compared with $1,434,000 last year, showing a substantial decrease. The fire loss for the past few years in the state has been showing a gradual decline.

Urge Chief's Retention

PHILADELPHIA, March 31.—A committee of insurance men headed by L. T. Harris has petitioned Mayor Wilson to drop his fight to demote Deputy Fire Chief Simmler. The committee said


It is with great
pride and deep
appreciation that
KANSAS CITY FIRE
and MARINE
INSURANCE COMPANY
is
Announcing
its attainment
March 30, 1937 of
MILESTONE No. 5
5
MI.



It was back in 1889 that Milestone No. 1 was reached — when R. B. Jones began the business that today is the insurance agency of R. B. Jones & Sons Inc. — the experienced managers of this agency-minded company.

Milestone No. 2 was passed in 1929 — when this company was organized and started business.

And then — gratifyingly soon — came Milestone No. 3, which was this company's wide-spread acceptance by alert, progressive agents throughout the Middle West.

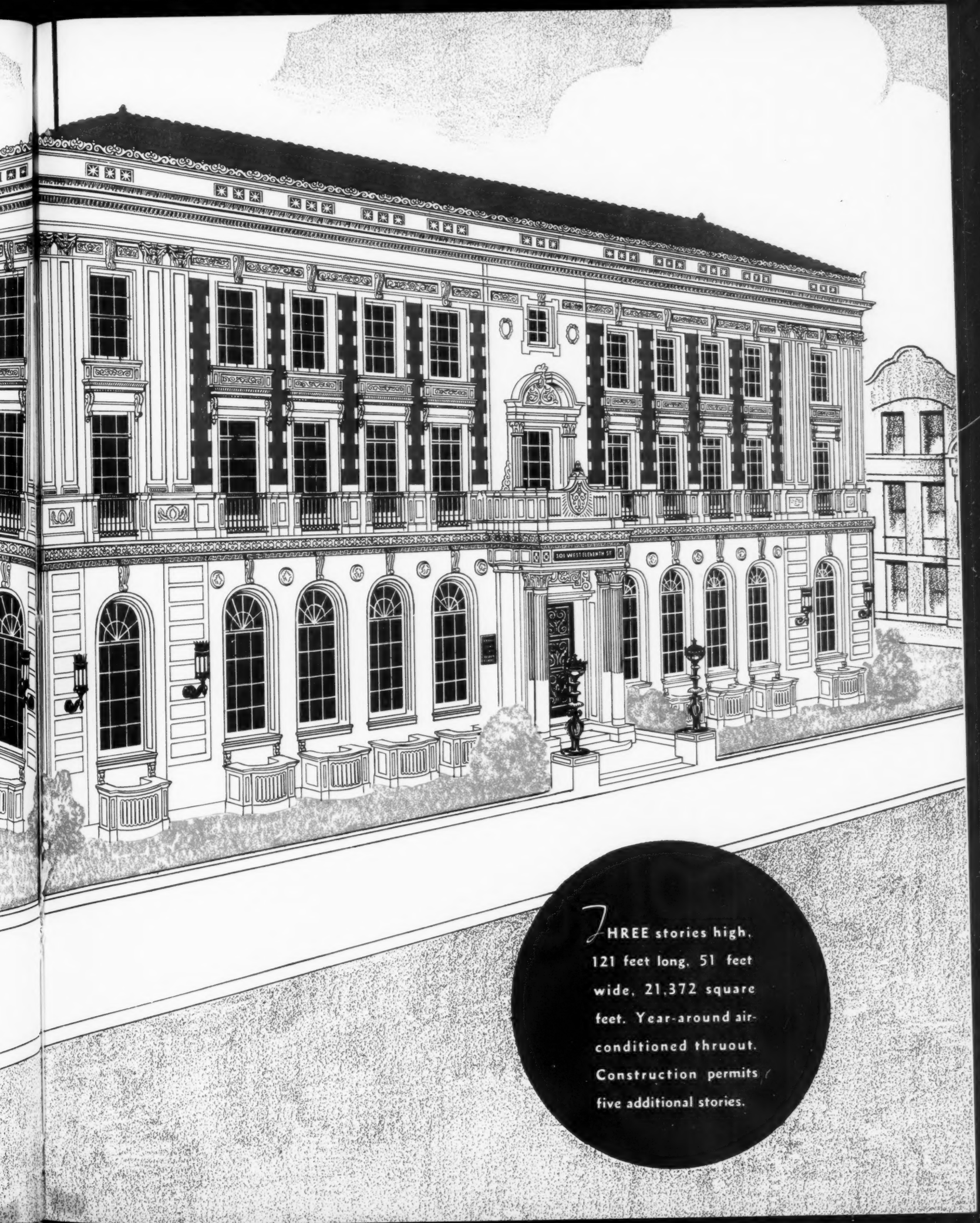
Milestone No. 4 — in the form of steady growth and progress thru the years — was next realized.

And now comes Milestone No. 5, which is our new home-office building pictured at the right. This modern building, which we share with R. B. Jones & Sons Inc., now enables us to give an even finer, even better, even quicker service to our loyal agents who have made our progress possible.

KANSAS CITY FIRE *and* MARINE INSURANCE COMPANY

301 WEST 11TH ST.

Kansas City, Missouri



THREE stories high, 121 feet long, 51 feet wide, 21,372 square feet. Year-around air-conditioned thruout. Construction permits five additional stories.

XUM

Directors in session in the walnut-paneled Directors' Room.

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President
T. E. Braniff Company

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President
Business Men's Assur. Co.

Moulton Green
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Secretary

J. R. Sydnor
Vice-President

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• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

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Insurance Attorneys
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Sacramento—California
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Morse Erskine — J. Benton Tulley
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JOHN J. TAHENY
Hobart Building
San Francisco, California
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548 South Spring St.
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Clausen, Hirsh & Miller
Attorneys & Counselors
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The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

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HENRY & FUNK
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Indianapolis, Indiana
Insurance Attorneys

NOEL-HICKAM-BOYD & ARMSTRONG
Suite 1019—130 East Washington
Indianapolis, Indiana
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Slaymaker, Merrell & Locke
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Insurance Litigation
751-760 Consolidated Building
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Woodward, Dawson & Hobson
Insurance Attorneys
615-24 Kentucky Home Life Building
Louisville, Kentucky

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McCOY, KING & JONES
Suite 515 Weber Building
Phone 400
Lake Charles, Louisiana
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Roszel C. Thomsen
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Springfield, Massachusetts
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Detroit, Michigan
Randolph 5160

NORRIS, McPHERSON, HARRINGTON & WAER
1107 Peoples Bank Building
Grand Rapids, Michigan

NASH & NASH
602 Second National Bank Building
Saginaw, Michigan
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GUESMER, CARSON & MacGREGOR
1218-1232 Roanoke Building
Minneapolis, Minnesota

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Pioneer Building St. Paul, Minn.
Security Bldg. Minneapolis, Minn.

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608-10 Security Bank Bdg.
P. O. Box 1406
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JOHN H. McNEAL
and
HARLEY J. McNEAL
502 Auditorium Bldg., 1367 E. 6th St.
Phone Main 1920 CLEVELAND
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RUSSELL RAMSEY
801 Feick Building
Sandusky, Ohio
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Bank reference: Western Security Bank (Counsel).

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Careful attention to all insurance matters. Trial of all insurance cases in State and Federal Courts.

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RAFFETY & PICKETT
410 Mead Building
Portland, Oregon
Globe Indemnity Co., Fireman's Fund Insurance Co. (Marine Department), other names upon request.
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John H. Voorhees — Melvin T. Woods, Jr.
Theodore M. Bailey — Roswell Bottum
Howell L. Fuller — Ralph S. Rice

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302 Fidelity Bankers Trust Building
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Practice before all State Departments.

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Equipped for investigations and adjustments Southeastern Texas.

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City National Bank Building
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Equipped for Investigation and Claims

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Henry C. Coke, Jr. — John N. Jackson
Julian B. Mastin — Arthur E. Hamilton

SANER, SANER & JACK
Twentieth Floor Republic Bank Bldg.
R. E. Saner — Jno. C. Saner
Wm. H. Jack, Jr.
Equipped for Investigations, Adjustments, Trial of all Insurance Cases, State and Federal Court.
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William A. Hanger — Alfred McKnight
Mark Mahon — Gillis A. Johnson
W. D. Smith — B. K. Hanger
Investigations, Adjustments, Trial All Cases

COLE, PATTERSON & COLE
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Houston, Texas — Galveston, Texas
Robert L. Cole, Sr. — J. W. McDaniel
Bennett B. Patterson — Harold A. Thurow
Robert L. Cole, Jr. — R. E. Owens
Seymour Lieberman
Standard Accident Insurance Company of Detroit.
Chicago Lloyds.
United States Casualty Co. of New York City, etc.
Equipped for investigation, adjustment, trial of all insurance cases and oil cases.

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FIRST NATIONAL BANK BUILDING
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M. S. McCorquodale — V. Lee McMahon
Bruce C. Billingsley — Hugh Q. Buck
E. F. Gibbons

CRENSHAW & DUPREE
First National Bank Building
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San Antonio, Texas
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JOHN McGLASSON
608-9 Amicable Building
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Equipped for investigations, adjustment and settlement of claims and trial of cases in State and Federal Courts.

UTAH

Stewart, Stewart & Carter
1105 Continental Bank Building
Salt Lake City, Utah
Equipped for investigations, adjustments, settlements of claims and trial of all insurance cases State of Utah.

(Continued next page)

INSURANCE ATTORNEYS

The insurance law firms whose professional cards are shown on this and the preceding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

VIRGINIA

W. SHEPHERD DREWRY
241-244 Law Building
Norfolk, Virginia
Indemnity Insurance Co. of N. A., United States Fidelity and Guaranty, Bankers Indemnity Co., Fire Association of Phila., American Indemnity Co., All State Insurance Co.
Equipped for investigations, adjustments and trial of all insurance matters in State and Federal Courts.

T. RUSSELL CATHER
34 Rouss Ave.
Winchester, Virginia
New York Life, Maryland Casualty, American Surety Co.
Equipped for investigations, trial of all cases, State and Federal Courts and Commissions.

WASHINGTON

ALLEN, FROUDE & HILEN
Northern Life Tower
Seattle, Washington
U. S. F. & G., Northwestern Mutual Life Ins. Co. Others on request.

DAVIS AND GROFF
(William Hatch Davis, former member Vermont Bar)
(Guy B. Groff, former member Maryland Bar)
1333 Dexter Horton Building
Seattle, Washington
(1) John Hancock Life.
(2) Fidelity & Guaranty Fire Corporation.
(Others on request.)
Equipped for investigations and adjustments and trial of all insurance cases in State and Federal Courts.

N. A. PEARSON
403-04 Fourth & Pike Bldg.
Seattle, Wash.
Associated Indemnity Corp., and London Guarantee & Accident Co.
Equipped for investigations and adjustments and trial of all Insurance Cases in State and Federal Courts.

ROBERTS AND SKEEL
Insurance Building
John W. Roberts — W. B. McKelvy
E. L. Skeel — Wm. Paul Uhlmann
Tom W. Holmes — Harry Henke, Jr.
Frank Hunter — W. E. Evenson
Tyre H. Hollander — Robert H. Grase
Lawrence Booth, Jr.
SEATTLE

SCHWELLENBACH & GATES
Alaska Building
Seattle, Washington
American Automobile Insurance Company, St. Louis, Missouri; other companies given on request.
Trial of all insurance cases, State and Federal Courts.

DANSON, LOWE & DANSON
Paulsen Bldg.
Spokane, Washington
Maryland Casualty Co., U. S. F. & G. Co., and others on request.
Investigations and trial of all insurance cases in state and federal court.

PEDIGO, WATSON & GOSE
218 First National Bank Bldg.
Walla Walla, Washington
American Automobile of St. Louis, Great Lakes Casualty Company of Detroit. Others on request.
Equipped for investigations, adjustments, trial of all insurance cases, State and Federal Courts, Southeastern Washington.

BONSTED & NICHOSON
Miller Building
Yakima, Washington
Loyalty Group, Pacific Indemnity, & others on request. Equipped for investigation and adjustments, trial of all insurance cases in federal and state courts.

WEST VIRGINIA

PAYNE, MINOR, RAY, MAIER & DAVIS
Kanawha Valley Building
Charleston, West Virginia
New York Casualty, American Surety, Zurich, American Motorist, Lumbermen's Mutual Casualty Co., and others on request.
Equipped for investigations and adjustments. Trial of all insurance cases in State and Federal Courts.

VINSON, THOMPSON, MEEK & SCHERR
First Huntington National Bank Building
Huntington, West Virginia
Hartford Indemnity, General Accident, U. S. F. & G., U. S. Guarantee (Chubb & Son), Inter-Ocean Casualty Company (General Counsel), and others on request.
Investigations, adjustments and trials — State and Federal Courts.

RUSSELL, HITESHEW & ADAMS
205½ Fourth Street, (Box 510)
Parkersburg, West Virginia
Employers' Group—The Fidelity & Casualty Company of New York—Glens Falls Indemnity and others furnished on request.
Equipped for investigations and adjustments. Trial of all insurance cases in State and Federal Courts.

NESBITT & NESBITT
800 Riley Law Building
Wheeling, W. Virginia
Maryland Casualty Co., Travelers, Fidelity & Deposit of Maryland.
Equipped for investigation and adjustment. Trial of insurance cases in all courts.

WISCONSIN

STREHLOW & CRANSTON
510 Northern Building
Green Bay, Wisconsin
Equipped for adjustments, investigations and trial of cases.

GRELLE & SCHLOTTHAUER
105 Monona Avenue
Madison, Wisconsin
Lumbermans Mutual Casualty Co., Zurich, Pearl Assurance Co., Ltd.
Equipped for investigations and adjustments. Trial of all cases in State and Federal Courts and before commissions.

BLOODGOOD, STEBBINS & BLOODGOOD
212 W. Wisconsin Ave.,
Warner Building
Milwaukee, Wisconsin

WOLFE & HART
First Wisconsin Nat. Bank Bldg.
Milwaukee, Wisconsin
Special attention to the Law of Fire Insurance

POWELL & SPROWLS
11 First National Bank Building
Superior, Wisconsin
NEW YORK CASUALTY COMPANY, AMERICAN SURETY COMPANY, MARYLAND CASUALTY COMPANY—others on request.
Equipped for investigations and adjustments and trial of all insurance cases.

WYOMING

JAMES A. GREENWOOD
Majestic Building
Cheyenne, Wyoming
Former Attorney General, State of Wyoming. Trial of all Insurance Cases in State and Federal Courts.

that the fire department had done well in spite of antiquated equipment and shortage of man power. Encouragement should be given this work by continuing present fire department administration. Chief Simmler is one of the outstanding firemen of the country, according to the committee.

Drake with Dargan & Co.

W. E. Drake has resigned as resident adjuster in Allentown, Pa., for the Fire Companies Adjustment Bureau, to become connected in the same city with the New York adjusting firm of Dargan & Co. He will also operate independently as W. E. Drake, adjuster. For Dargan & Co., he will be in complete charge of Pennsylvania and contiguous territory.

Name Receiver for Agency

Emanuel Weitz has been named receiver for the Prout & Walker agency, Jersey City. The bankruptcy petition was filed by Van Houten & Sherwood, also a Jersey City agency.

Eastern Notes

F. W. Brodie of Root & Boyd, **Waterbury, Conn.**, is on a southern trip.

H. S. Dana, 82, who had been in the insurance business in Vermont for over 45 years, died at Woodstock.

MOTOR

Flood Claims Now Out of Way

Automobile claims reported to fire companies as a result of the recent floods in the Ohio and Mississippi river territories have been largely disposed of. Payments per car ranged from $125 to $150, which is just about the cost of claims in the flooded areas of western Pennsylvania in the spring of 1936.

Few claims for damage to or loss of trucks have been reported, although it is taken for granted some of the companies that have been writing inland marine covers through the central west for years, and have a large volume of such business upon their books, must have suffered a number of losses which have not yet come to light.

Marine underwriters, fearful for a time of being caught heavily for damage to cotton stored along the lower Mississippi, escaped with but scant loss, thanks to the promptitude with which the product at threatened centers was removed to higher ground.

Tire Contract Held Insurance

COLUMBUS, March 31.—When a company in Ohio, in consideration of the purchase of tires, agrees within a certain fixed period of time to repair without cost or replace any tire which is rendered unfit for further use or service due to ordinary wear and tear and injuries caused by blowouts, cuts, bruises, rim cuts, under inflation of tires, wheels out of alignment, faulty brakes or any other road hazard, the contract is substantially one amounting to insurance, the attorney general has advised the Ohio insurance department. It is held, however, that agreeing to protect a purchaser of a tire from events that can and might result from defects of workmanship or quality of material can be said not to constitute a contract of insurance.

Short on Coast Trip

L. E. Short, president of the General Exchange, who is on a trip covering a general business survey of the entire west, conferred in Los Angeles with C. W. Connell, Pacific Coast manager, and P. A. Clark, Los Angeles district manager, and their staffs.

New Ohio Company

The Ministers Mutual Automobile of Gambier, O., has been licensed in that state with a guaranty capital of $10,000.

MARINE

Inland Marine Spurt Found

Term Rule for Comprehensive Form Brings Big Gain—Premium Financing Is Being Pushed

Marine departments report that the year so far has recorded a sharp increase in writings. Although the business is ahead generally with the cargo line especially active, most of the increase is due to the fact that agents and assured are taking advantage of the three-year term plan which was recently authorized by the Inland Marine Underwriters Association for the personal property floater. That move has proved very popular in the field. Some existing policies are being canceled and rewritten, on a three-year basis, but a good deal of new business is being written and upon renewal a good proportion of policies are being written for three years. Some of the companies are not enthusiastic about the three-year plan, but others are using it as a production booster.

Some companies are encouraging agents to sell three-year policies and have the premium financed under the new simplified 6 percent financing plan of the First Bancredit Corporation. Under this arrangement, the premium may be paid in three annual instalments, the last two of which are less than the premium for an annual policy.

Some marine departments say that the percentage of personal property floater business coming in on a three-year basis is not as large as they had anticipated when the term rule was promulgated. Some feared that there would be a tremendous amount of rewriting of such business on a three-year term basis, with the result that there would be a big increase in premiums at this time, but that next year the writing would be pitifully small. Although enough business is being reported on a three-year term basis to cause a good increase in marine premiums, yet the tendency is not as pronounced as was anticipated. By and large, observers say, the larger policies of wealthier assured are being written on the three-year plan, while a smaller proportion of the ordinary policies is being so written.

Push Premium Financing

Some of the marine companies are now preparing to push the idea of having personal property floater business written on a three year basis with the premiums financed by the First Bancredit Corporation. They are getting out literature and instructing their field men on the details and advantages of such an arrangement.

A policy that carries an annual premium of $50 can be written on a three year basis for $125. If the premium is financed, the assured makes a payment of $50 within 20 days after the effective date. That is the same amount that he would pay if the policy were written on an annual basis.

At the end of the first year he would have to make a second payment of $42 or

Reduce Insurance Rates
Recommend
JUSTRITE OILY WASTE AND SAFETY CANS
Approved and Labeled by the Underwriters Laboratories and Associated Factories Mutual Insurance Cos.
JUSTRITE MANUFACTURING COMPANY
2067 SOUTHPORT AVE CHICAGO, ILL.

GET new business • RENEW old business • DISARM competition
How? Ask about
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$8 less than if he purchased an annual contract.

At the end of the second year he would have to pay $35.25 or $14.75 less than the cost of an annual contract. That is, the total payments of the assured would amount to $131.75 over the three year period. This is $6.75 more than he would pay if he had purchased a three year policy and made the entire premium payment in advance. It is $18.25 less than if he had purchased an annual contract in each of the three years.

Give Inland Marine Figures

Premiums and Losses Are Shown Each Year from 1921 to End of 1936

Inland marine premiums have increased materially during the last three years. They reached their height in 1930 and then there was a terrific slump in 1932. There has been an upturn after 1933. Last year showed quite an increase. The premiums and losses from 1921 to 1936 inclusive are as follows:

	Prems.	Losses	%
1921	$18,235,550	$11,027,012	60
1922	22,822,304	9,749,221	43
1923	25,357,657	11,174,689	44
1924	27,421,747	14,954,369	55
1925	31,633,691	16,234,419	51
1926	36,790,332	17,886,824	49
1927	39,887,612	18,829,581	47
1928	42,847,886	18,084,333	42.2
1929	46,165,078	19,103,968	41.3
1930	46,544,736	23,167,509	49.7
1931	42,382,549	21,270,748	50.1
1932	29,978,665	18,752,771	62.5
1933	28,064,435	13,732,496	48.9
1934	31,126,973	13,772,196	44.2
1935	33,271,077	14,221,968	42.8
1936	37,969,107	15,666,289	41.3

Say Bailee Rates Too Low

Due to Flood Losses of Dry Cleaners and Laundries, Underwriters Are Studying the Question Intently

Due to the losses suffered on account of the recent flood on dry cleaners and laundry risks, some of the marine underwriters think the companies have not been charging enough for this business. These lines are controlled only in respect of commissions by the I. M. U. A. The companies make their own rate quotations. These are usually based on the applicable fire rate plus loading for the other hazards. Some observers say that the premium has been only large enough to take care of ordinary theft losses and tumbler fires and the companies have not been able to build a reserve to take care of unusual losses such as those encountered in the flood.

Apparently there is a difference in the method by which the various companies arrive at the rates. Some approach the matter in a business like way. They study the risk from a fire insurance and burglary standpoint. They inspect the trucks. They study the type of business done, that is, whether the insured has a clientele of people in good circumstances, or whether its customers are of moderate means. If the latter situation exists, then the chances are that the average loss will be smaller than if the customers own more expensive apparel.

Other companies make their quotations with less exact reasons and make a rate that they think will get the business.

Just what the flood losses will amount to under bailee's customers policies is difficult to determine. In Paducah, Louisville and Portsmouth particularly many such risks were affected, because the downtown sections of those cities were flooded. Some of the laundries and dry cleaners lost their records in the flood. The individual customers have had more important problems to consider and only gradually are they awakening to the fact that they had apparel in the hands of laundries or dry cleaners at the time of the flood. Most of the important marine companies have already paid losses of a few thousand dollars, but they anticipate that losses will continue to be reported for some time.

Ryan to Address Mariners

R. M. Ryan, superintendent special risk department, Western Adjustment, will speak on the federal motor carrier act of 1935 at a meeting of the Mariners Society of Chicago, April 5. He has made a comprehensive study of insurance phases of this legislation and their probable effect on underwriting aspects of motor truck cargo business.

Phoenix of Hartford Back in the Canadian Hail Body

The application of the Phoenix of Hartford for reaffiliation with the Canadian Hail Underwriters Association was accepted by that organization at its annual meeting in Toronto. Manager Elliott of the Phoenix group in Montreal was present at the meeting. The departure of the Phoenix from the association two years ago caused considerable apprehension among the hail writing people. Much satisfaction is felt because of its reaffiliation. The Home of New York that also left the organization, has not applied for reaffiliation.

Five Seek Dominion Charters

Awaiting assent of the governor general are bills granting Dominion incorporation to established Canadian companies, they being Federal Fire of Toronto, Wellington Fire of Toronto, Gore Mutual Fire of Galt, Ont., Sterling of Quebec city and Toronto General.

Explosion Conference in Discussion of Sit-downs

(CONTINUED FROM PAGE 3)

Chrysler plant, but what there is will be covered.

Then there is the interesting situation of the Fansteel Metallurgical Corporation of North Chicago, Ill. That concern had riot and riot U. & O., but not malicious mischief. The claim has not yet been presented but the insurers will doubtless undertake to divide the damage in respect of cause. There will be no question as to liability for loss caused when fighting was in progress but there may be a question as to liability for breakage and other damage done by the strikers in more quiet moments.

One of the few claims on account of damage done by sit-down strikers that has actually been settled is that of the Hercules Motor Company of Canton, O. Some 400 strikers held possession of that plant from Dec. 26 until Feb. 4. After they left the plant, the management discovered that the strikers had done damage amounting to about $1,000, including the cutting of cables and the breaking of castings. The assured had riot cover but not the malicious mischief endorsement. There were five insurance companies interested and after some discussion between them, they decided to admit liability.

For the most part, in connection with the claims that have been presented, the companies have denied liability except for damage caused in the course of fighting.

In the matter of providing coverage in the future, executives are applying much thought. Tuesday in New York there was another meeting of the Explosion Conference and this was followed on Wednesday by a meeting of representatives of the various regional rating authorities.

Considerable sentiment has developed in favor of the idea of providing protection in the supplemental contract and in the riot policy for damage and loss caused by "acts of strikers." Some favor telescoping the riot and malicious mischief features into one clause, giving complete protection and charging an adequate rate. The stock companies and the factory mutuals have been in touch with each other and it is likely that they will take more or less uniform action. The leaders on both sides are seeking to avoid injection of competitive considerations in the matter.

It may be that if decision is reached to increase the riot cover that this will be a definite step in the direction of adoption of an all-risk contract covering all damage to property. The sit-down strike situation has crystallized sentiment in some quarters in favor of such a course.

CHICAGO TAKES ACTION

The Chicago Board has promulgated a malicious mischief and vandalism rider for attachment to the combined fire and extended coverage policy, as the supplemental contract is termed in that city. This is the first jurisdiction to make available malicious mischef coverage in connection with the supplemental contract. It is an endorsement and an extra premium must be charged when it is attached.

The possibilities of sale of malicious mischief coverage have been very much reduced because under the rules of the Explosion Conference there has been no way of furnishing such insurance to a person who carries the supplemental contract. As a practical matter some companies have been meeting the demands in recent weeks by issuing to such assured a riot policy with a malicious mischief endorsement and including a clause cancelling the riot cover in the separate riot policy. Now in Chicago malicious mischief may be added in a straightforward manner and the prediction is that there will be quite a sale of it.

The Chicago Board legislates in respect of malicious mischief coverage only as attached to the extended coverage. The Board has nothing to do with the malicious mischief endorsement attached to the separate riot policy. That is an Explosion Conference matter.

The new Chicago Board rider reads:

"In consideration of $..... additional premium and in consideration of and subject to stipulations, limitations and conditions in policy of fire insurance and extended coverage rider to which this rider is attached, insurance against direct loss or damage from riot, riot attending a strike, insurrection and civil commotion is hereby extended to include direct loss or damage from malicious mischief or vandalism, except as hereinafter limited.

"This company shall not be liable under this rider for loss or damage to glass which constitutes part of the building.

"This company shall be liable only for its proportion (as provided in policy of fire insurance and extended coverage rider) of such loss or damage in excess of $100."

Plan

No one can expect success unless he knows what he wants to accomplish. Our agents know they can sell insurance successfully when they know what they sell, and when they plan their sales approach. We help our agents sell in competition with other agents. And we play the game according to the rules. Maybe we have an opening for you. Write and find out.

SINCE 1854

THE PHOENIX INSURANCE COMPANY
OF HARTFORD, CONNECTICUT
Cash Capital, - - - $6,000,000.00
Surplus to Policyholders, $30,839,324.64

Your Future

Your future is largely dictated by your ability to assimilate knowledge, and by your personality. Knowledge permits one to talk interestingly and improves one's personality. We keep our agents constantly advised as to important changes in insurance coverages that will benefit their customers. If you'd like to be our agent—write.

SINCE 1850

The Connecticut FIRE INSURANCE CO.
OF HARTFORD, CONNECTICUT
Cash Capital, - - - $2,000,000.00
Surplus to Policyholders, $15,070,293.55

Now

Now is the time to find out if you are eligible to become an agent of this company. Write.

SINCE 1859

EQUITABLE
Fire & Marine Insurance Company
PROVIDENCE, R.I.
Cash Capital, - - - $1,000,000.00
Surplus to Policyholders, $5,431,263.89

D. F. Broderick, Pres. C. M. Verbiest, V. P.-Secy.
L. G. Goodrich, V. P.-Treas.

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POINTERS FOR LOCAL AGENTS

Merchandise and Fixture Form Has Advantages

The merchandise and fixture form has been authorized in most middle western states for about two years but, while many agents have found it of utmost service to clients, many others have shied away from it because of its involved phraseology and apparently complicated procedure. Fundamentally, it is not difficult and it offers so many advantages to a mercantile house that every agent should present it to eligible assured without delay. Even if one's client is satisfied with his coverage as it now stands, it is well to explain the form out of self-defense. The form is a valuable competitive weapon and in more than one case has been the means of dislodging a valuable line from another agent. Hence, it is important to let your customers know about it before your competitor does.

Complete Coverage Offered

The form offers complete coverage to any mercantile house or almost any assured whose values will fluctuate. The only assured for whom it cannot be written are manufacturers and the small list of ineligible risks in the manual. Its great advantage over I. U. B. and single state reporting forms is that only one location is needed—though as many locations as the assured has may be covered under one policy.

If a client reports his values promptly and correctly, he has complete protection which follows any changes in values, and he pays only for insurance on the values actually at risk.

Suggested Presentation

A good way to present this form is as follows:

"Mr. ————, you know that your stock goes up considerably in November and December and then is pretty well cleaned out at Christmas. (Or mention any other period of fluctuation which you know to be the case.) You also know that we have to use a coinsurance clause in your insurance, which requires you to keep your insurance up to 80 percent (or whatever percentage is used) of the value of your merchandise at all times. In the past we have had to write additional insurance in November and cancel it off in January or February. That was a nuisance and it meant charging you an extra premium because of the penalty on cancellations. But now we have a new form that will take care of all these changes in values, cover you completely at all times and will cost you only an exact proportionate premium for the values which we are protecting. And—it will not be necessary to cancel any insurance which you now carry, with me or with other agents. You can continue to carry it and you will get full credit on it.

Necessary Information Secured

"All that is necessary is this: Tell me what you expect will be the peak value of your inventory at any time during the coming year. According to my records you have $.... insurance on your stock now. Is that correct? Then I will write the policy and you pay me now the premium for insurance on 75 percent of the difference between the insurance you have in force and that peak value.

"To get the insurance started, tell me what your inventory was at the end of last month and at the end of the preceding month. That's all we'll need for the present. Then every month you let me know your inventory at the end of the preceding month. I must have this information by the 20th of each month, but your bookkeeper has his figures ready before that time, hasn't he? Let's say you instruct him to give them to me by the 15th, so we will be on the safe side.

"That is all we will need during the year. As long as I get those correct inventory figures each month, you are fully protected.

Adjustment of Premium

"Then at the end of the year, we will figure out just how much stock has been insured each month and we will adjust the premium. If it amounts to more than what you paid me in the beginning, we will bill you for the difference. If it is less, we will return the overpayment.

"No, you will not have to pay anything during the year. There is just one possible exception to this, in case prices go up faster than you expect, or if you carry more stock than expected, so that you have a greater inventory than the peak you figured on, notify me at once. Then you will have to pay an additional premium on this excess. But that will be taken into consideration when we balance up at the end of the year.

Minimum Premium

"When your different insurance policies expire, you may renew them if you wish, or you may let me pick them up and add them to this new policy. If you do that, we will charge you a proportionate premium to carry them to the expiration date of this policy.

"The minimum premium for this policy is $100 per year, but with your inventory you will use this much insurance without any trouble. If your inventory should run light, it might be advisable to pick up one or two policies when they expire, but otherwise that won't be necessary unless you prefer to have all your insurance under this one contract."

In this simple language, one can tell his assured exactly how the merchandise and fixture form will cover him and just what he needs to do to get full protection. It is not necessary to bring in technical language or any of the complicated provisions of the form. For example, by asking the assured for his values at the close of both the preceding month and the one before that when the agent first writes the insurance, he avoids all discussion of how the specified amount of insurance for the first month is ascertained. If the policy is written before the 20th, the agent, of course, uses values for the second preceding month, if on or after the 20th, then he uses the values at the end of the preceding month. Thus, if he is writing the policy on Feb. 15, the specified amount of insurance should be the value as of Dec. 31, less specific insurance. If written on Feb. 21, use the values as of Jan. 31.

Should Talk to Bookkeeper

It is also unnecessary to explain that the merchandise and fixture form involves changing the specified amount of insurance by monthly endorsements, rather than filing reports. It makes no difference to the assured, all that is necessary on his part being reports to the agent before the 20th. Insurance men who have been successful in selling this form recommend talking about reports with the assured's bookkeeper and impressing on him the necessity of reporting the inventory to you regularly. If the agent makes this clear to him or her (preferably in the presence of the assured) he will not have any difficulty in getting reports on time.

To summarize, the outstanding advantages of the merchandise and fixture form are as follows:

1. Only one location required.
2. One policy can cover all locations, if there are more than one.
3. No short rate cancelations. The assured pays for as much insurance as he has used—no more.
4. If values are reported properly and the agent endorses the policy correctly on or before the 20th of the month, insurance automatically follows fluctuations.

Credit for Specific Insurance

5. Full credit for specific insurance. It is not necessary to cancel or otherwise disturb existing policies. This is often a sore point with assured in connection with other fluctuating forms.
6. No premium payments during the year, unless the limit of liability is increased (because of unexpected increases in inventory or because specific insurance is absorbed into the merchandise and fixture form on expiration). The assured pays his deposit premium and then does not have to bother about premiums until the final adjustment.
7. The minimum premium of $100 per policy is well within the amount spent for insurance by even a small mercantile house and hence works no hardship on the assured.

Results of Planning Shown

Methods by which agents can increase sales and profits were outlined by Ralph S. Freese of Freese & Jefferson, Bloomington, Ill., at a meeting of the executives and fieldmen of the London Assurance group. Two years' tabulations of interviews, orders, premiums and commissions showed that Mr. Freese and Mr. Jefferson together average 176 prospect interviews a month. These interviews produced 63 pieces of new business in the average month, yielding a new-business premium income of $2,328, and a monthly commission income—all on new business, exclusive of renewals, in the average month—of $526.

Strict planning of prospecting and selling activities is an essential of the program. A point system of credits and demerits for interviews and orders is employed. Daily sales activity reports are required and credits are given for number of orders rather than volume of premiums or comissions.

Mr. Freese's personal record under this plan is particularly impressive. In 1935 and 1936 he secured, from 2,161 actual interviews with prospects which is nearly four for every business day, 687 orders for new business. This is more than one order for every business day in the two year period. The new premiums secured were $32,356, yielding commissions of $6,694, in addition to renewal commissions. The average premium was more than $47, the average commission about $9.75 per order. Thus the cash value of every sales interview Mr. Freese had during the two years was $3.10.

SALES IDEAS OF THE WEEK

Demand for Generating Machines

E. C. Wilkinson of New York City, associate manager of standard supervisory service of the Standard Statistics Company, in a talk said that he foresaw a huge demand for electric power generating equipment on part of public utility companies during the next few years. Some $300,000,000 is being spent in modernizing and expanding steel mills and therefore in a number of plants there will be an increase in values due to purchasing new machinery and modernization. He said corporation profits this year will likely increase as much as 25 to 40 percent over last year. The cycle of recovery now under way and which for the past year has been felt particularly in the heavy lines has not lost any of its vigor.

* * *

Airsurance Opens Doors

Airsurance is a line that can be used to open doors. It is something new, something different and something interesting. It provides the agent with a definite reason to seek an interview and the prospects for such insurance are among the worth while buyers.

Any concern that has five or more officers and employes that make trips by air in the interest of the company are prospects. Airsurance pays a minimum of $10,000 on any employe or officer named in the schedule who is killed in an airplane accident while on company business. Dismemberment benefits are also provided. So far as can be ascertained, in none of the recent series of airplane crashes were there any losses under airsurance policies.

ANSWERS

By J. C. O'Connor, Editor
National Underwriter's F. C. & S. Bulletins

Question—What can you tell me about the Houston Fire & Casualty of Houston, Tex.?

Answer—The Houston Fire & Casualty is affiliated with interests identified with the South Texas Cotton Oil Company. It was organized May 2, 1934, and was licensed to write workmen's compensation in Texas, May 16, 1934. The capital stock was $100,000 with paid in surplus of $15,000 of which about $2,000 was used for organization expenses. It was first called the Associated Casualty and then its name was changed to the Houston Casualty and on June 25 last, the present title was adopted. On June 25, an amended license was received from Texas and the company began writing fire and tornado insurance July 1 last. On Sept. 3, 1936, stockholders paid in additional $50,000 surplus making the total item as of that date about $83,223. Up to July 1, it wrote only workmen's compensation in Texas. It is now seeking admission to Georgia and Alabama. Its reinsurance facilities are with the General Fire of Paris, France. W. A. Sherman is president, A. K. Schwartz, vice-president, secretary and treasurer.

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April 1, 1937 CASUALTY AND SURETY SECTION Page Thirty-three

Points to Check in Official Bond Sale

W. R. Evans Outlines Production and Underwriting Factors at Kansas City

DEFINITE PLAN NEEDED

Reputation of Office to Be Assumed Rather Than Applicants' Background Must Be Considered

KANSAS CITY, March 31.—A thorough treatment of public official bond production, underwriting, experience and termination of liability was given before the Casualty & Surety Institute here by W. R. Evans, American Surety manager.

The depression seriously affected the experience of surety companies' public official accounts, said Mr. Evans. The average loss ratio of one company for the five years ended 1931 had jumped 13 points by the end of 1935. The loss ratio for 1932 and 1933 was over 50 percent.

Law is the only source for public official bonds, said Mr. Evans. All such bonds are given in accordance with legal requirements and are seldom voluntary.

Organized Effort Needed

Public official bonds necessitate organized soliciting effort, said Mr. Evans. The business is seasonal and the bonds are not in constant demand. Consequently the soliciting organization must thoroughly inform itself as to the dates of the various elections, appointments, terms of office, and bond requirements.

Advertising and circularization of candidates should be directed entirely to two objectives: convincing the candidates of the evils of personal suretyship, and convincing them of the advantages of the company's service.

Three General Classifications

There are three general classifications of public officials: (1) those who seek office as a full time job; (2) those who take the office as an accommodation, such as school district or township treasurers, and (3) those whose part time duties in a public office give them some income. All must be bonded. It is difficult to tell which classification is the best risk as they all have about the same exposure, said Mr. Evans.

"The first group is more conversant with its duties, more painstaking, and, as a general rule, is subject to more supervision. It appears to be the best risk of the three," said Mr. Evans. "The other two groups, however, aren't relying on the manner in which they discharge the duties of their offices to keep them in office. They make a living elsewhere. Perhaps they are not so care-

(CONTINUED ON PAGE 47)

Gains Shown in Casualty Premiums for Last Year

Stock casualty premiums increased 8.6 percent in 1936, according to the 1937 Argus Casualty Chart, published by THE NATIONAL UNDERWRITER. Last year's stock premium total was $780,364,209, an increase of $61,919,792. Mutual casualty premiums increased 20 percent in 1936 with a $222,999,406 total, a gain of $37,417,222. Stock and mutual premiums combined totaled $1,003,363,615 compared to $904,026,601 in 1935. In 1936 stock companies wrote 78 percent of the total and mutuals 22 percent, while in 1935 stock companies wrote 80 percent and mutuals 20 percent.

Assets of the multiple line casualty companies increased 8.2 percent last year with a $2,589,237,227 total.

Stock casualty automobile premiums increased 8 percent to a $272,979,331 total in 1936, a gain of $21,273,577. The largest gain in stock premiums was in compensation which increased 16 percent with a $150,843,869 total, a gain of $20,920,087. Surety business also prospered, although fidelity showed a decline, surety gaining 13.6 percent with a $45,803,334 total, an increase of $5,470,593. Other liability premiums increased 8.6 percent with a $74,492,592 total, a gain of nearly $6,000,000.

The mutuals showed a substantial gain in compensation premiums with a 26 percent increase and a $78,876,958 total, an increase of $16,360,243. Mutual automobile premiums increased 18 percent with a $94,208,500 total, a gain of $14,393,572. Mutual accident and health premiums increased 14.5 percent for a $37,152,784 total. Other liability premiums totaled $9,195,253, an increase of 18 percent. The assets of mutual companies totaled $303,403,248, an increase of 18 percent.

STOCK COMPANIES

Multiple Line Companies

	1936	1935
Admitted Assets	$2,589,237,227	$2,393,503,557
Liabilities	2,114,578,013	1,994,414,928
Capital	148,161,891	146,197,956
Surplus less Capital	326,497,323	252,890,673
Surplus to Policyholders	474,659,214	399,088,629

Classification of Total Stock Business

	1936			1935		
Classification	Net Prems. Written	Losses & Adj. Exp. Paid	%	Net Prems. Written	Losses & Adj. Exp. Paid	%
Accident	$ 47,352,582	$ 21,023,359	44.4	$ 40.972.603	$ 20.360.106	49.7
Health	23,096,487	14,733,135	63.8	19,266,946	12,193,470	63.3
Non-Can. A. & H.	15,494,925	11,368,901	73.4	16,608,075	14,183,162	85.4
Other A. & H. (not sep.)	49,553,063	22,775,690	46.0	54,697,176	24,714,401	45.2
Total Acci. & Health	$135,497,057	$ 69,901,085	51.6	$131.544.800	$ 71.451.139	54.3
Auto Fire, Theft and Tornado	3,501,317	949,664	27.1	2,739,109	726,653	26.5
Auto Collision	8,321,843	5,279,067	63.4	6,947,429	4,447,000	64.0
Auto Liability	199,783,976	115,976,078	58.1	184,944,449	122,090,935	66.0
Auto Prop. Damage	55,770,172	25,281,806	45.3	52,029,156	22,736,798	43.7
Other Auto (not sep.)	5,602,023	2,562,623	45.7	5,045,611	2,337,755	46.3
Total Automobile	$272,979,331	$150,049,238	55.0	$251,705,754	$152,339,141	60.5
Burglary	27,629,221	7,723,246	28.0	26,709,406	9,200,219	34.4
Credit	2,308,050	421,409	18.3	2,066,426	388,543	18.8
Fidelity	41,296,115	11,888,550	28.8	41,672,358	13,292,515	31.9
Liability other than Auto	74,492,592	32,990,557	44.3	68,554,679	33,901,541	49.5
Live Stock	472,758	313,149	66.2	379,343	271,301	71.5
Machinery	2,933,721	1,101,625	37.6	2,673,027	935,092	35.0
Plate Glass	10,783,803	4,982,120	46.2	10,312,045	4,307,714	41.8
Prop. Dam. and Coll. not Auto	3,956,998	895,461	22.6	2,674,734	657,533	24.6
Sprinkler Leakage	627,133	288,151	45.9	554,081	227,643	41.1
Steam Boiler	6,876,008	1,051,015	15.3	6,650,652	882,510	13.3
Surety	45,803,334	15,003,217	32.8	40,332,741	16,373,784	40.6
Workmen's Collective	32,489	16,909	52.0	31,902	17,004	53.3
Workmen's Compensasation	150,843,869	86,082,081	57.1	129,923,782	79,356,751	61.1
Miscellaneous	3,831,730	2,556,104	66.7	2,658,687	2,428,371	91.3
Grand Total	$780,364,209	$385,263,917	49.4	$718,444,417	$386,030,801	53.7

(CONTINUED ON PAGE 47)

Big Field Opened But It Needs Care

Products Liability Insurance Requires Caution in Risk Selection

VIEWS OF A. P. CONNOR

Expert Producer in Philadelphia Tells Some Basic Requirements in Getting Business

PHILADELPHIA, March 31.—The surface of products liability insurance has only been scratched, and its possibilities are unlimited, believes A. P. Connor of Philadelphia, who is known nationally as a products liability insurance specialist. He has done as much as or more than any other man for its development and growth. In 1921 he conceived the idea of products liability insurance and after two years work sold the idea to a company. Since 1925 he has concentrated all his efforts on products liability, dropping all other lines.

Outlook for the Future

Al Connor firmly believes that it is only a question of a few years before products liability becomes the major line for all the companies. After studying government reports he finds it impossible to even estimate the premium possibilities, stopping after he had already reached a figure of several hundred million dollars.

To show the potentialities of this line, he states that each article is insured five times throughout the various stages of its manufacture and sale, becoming more valuable each time. For example, it will be insured in its raw state, by the first dealer, by the manufacturer, jobber and wholesaler. He pointed out that an item originally worth $100 would be valued at about $1,300 after the final stage.

Involves Much Hard Work

Mr. Connor admits that there is considerable hard work entailed to sell successfully this coverage and that he put in many years of struggling, very often risking his last dime, before he achieved success. Today, he has about 700 policyholders located in every state but Wyoming and including Canada. He has built up his business by mail advertising, telephone and direct contact with the manufacturers. He operates practically by mail, sending letters and circulars to prospects. If they are interested, the business is very often sold and placed by mail. A considerable portion of his income is devoted to direct mail advertising, perhaps a larger proportion than is generally found even among large business houses. However, he believes that this practice has paid him in the form of a continual increase in business and that within a few years his volume will be so large as to permit

(CONTINUED ON LAST PAGE)

LEGISLATIVE • DIGEST •

COMPENSATION

Minnesota—A bill has passed the Minnesota senate and is expected to pass the house requiring the Minnesota compensation rating bureau to assign compensation insurance after one rejection. Under the old law an applicant could be rejected three times before an assignment had to be made.

Minnesota—The house workmen's compensation committee has recommended for passage a bill which removes the provisions in the present law limiting the healing period of injured persons to 25 weeks for compensation purposes.

Michigan—Yielding to pressure from administration sources the state senate has substituted a house occupational disease bill for a senate measure which had been under floor consideration. The Delano-Teachout substitute bill sets up a schedule of compensable diseases. Review of the facts as well as the law by the state supreme court is permitted.

SURETY

Washington.—Cancellation of public official bonds by giving 10 days' written notice is permitted under a new law signed by Governor Martin. Surety companies have been attempting to secure passage of the bill since 1890.

AUTO LIABILITY

Illinois—Automobile liability costs in Illinois will be affected markedly if several bills now being considered by the legislature are passed. Senate bill 155 and house bill 471 would make the insurer a party defendant with the assured and senate bill 156 would make the insurer equally liable. Senate bill 157 removes the $10,000 death limit, senate bill 158 and house bill 249 eliminate contributory negligence. House 470 makes the insurer liable for attorney's fees in addition to the award.

Idaho—Governor Clark has vetoed the financial responsibility law passed by the recent legislature. He stated that there were no funds available for administering the law.

Massachusetts—The house has killed the Hedges bill calling a referendum on the repeal of the compulsory automobile liability insurance act.

Illinois Chamber Action

The insurance division of the Illinois chamber of commerce has recommended the passage of driver's license legislation. It has gone on record as opposing the repeal of present law placing a limitation on liability to guests in automobiles. It discussed house bill 292 at considerable length. It makes reinsuring companies liable to persons entitled to recover damages from death or injury.

State Auto Showing Corrected

In the exhibit in the March 18 edition of 1936 casualty premium leaders in Indiana, in which the 1935 and 1934 writings are also shown, incorrect premium and loss figures were given for the State Automobile of Indianapolis for 1934. Its premiums that year in the state were $1,255,065 and losses $580,804. The premiums in 1935 and 1936 were shown correctly, they being for the earlier year $1,192,974 premiums, $680,-424 losses, and for last year $1,347,846 premiums and $816,745 losses.

Joseph E. Anderson, local agent of **Lake Forest, Ill., formerly a state representative, died of cancer. He was about 60 years of age. His brother, George Anderson, is handling the business temporarily.**

N. Y., Michigan, Ohio Leaders

In the exhibit below the ranking companies in respect of 1936 casualty premiums in New York, Ohio and Michigan are presented together with their losses for '36 and their premiums and losses for '35 and '34.

NEW YORK

	1936		1935		1934	
	Premiums	Losses	Premiums	Losses	Premiums	Losses
1. State Fund	$18,419,199	$8,439,142	$14,804,975	$7,806,898	$10,312,321	$6,084,471
2. Travelers	15,396,216	6,562,409	15,667,037	6,400,168	13,744,244	6,118,790
Trav. Ind.	2,135,665	637,687	2,369,760	653,799	2,408,763	704,485
3. Lib. Mut.	8,355,030	2,826,978	6,586,311	2,231,616	5,327,096	1,970,766
4. Aetna Life	7,691,694	3,336,932	7,573,246	3,410,047	6,743,090	3,872,543
Aetna Cas.	3,483,070	900,434	3,179,441	1,009,174	3,339,969	1,303,900
5. Hartford Ac.	7,641,983	2,925,391	7,163,705	3,081,855	6,534,456	3,351,737
6. Fid. & Cas.	5,898,374	2,594,941	5,759,967	2,649,157	5,410,596	2,820,089
7. Globe Ind.	5,665,229	2,508,087	5,673,976	2,824,065	5,723,326	2,766,973
Royal Ind.	3,870,453	1,666,868	3,991,598	1,998,756	4,323,787	2,186,516
Eagle Ind.	1,492,115	630,469	1,411,072	820,099	1,462,439	774,801
8. U. S. F. & G.	5,135,504	2,505,973	4,717,814	2,204,668	4,592,749	2,481,172
9. Gen. Ac.	4,908,923	1,937,856	4,629,545	2,301,885	4,782,141	1,973,511
10. Am. Mut. Liab.	4,466,353	1,758,819	3,423,837	1,376,339	2,599,422	1,121,148
11. Utica Mut.	4,372,892	1,479,747	3,554,225	1,323,401	3,006,376	1,118,384
12. Lumb. Mut. Cas.	4,170,351	1,402,963	3,651,739	1,317,996	3,356,756	1,176,598
Am. Motor	1,018,603	316,128	813,798	210,675	745,088	186,121
13. Empl. Liab.	3,880,337	1,692,177	4,190,015	1,910,565	4,653,865	2,122,825
Am. Empl.	704,354	227,381	662,986	269,065	591,733	263,725
14. New Am.	3,804,001	2,095,324	3,709,119	2,275,941	3,886,796	2,619,288
U. S. Cas.	1,438,755	895,686	1,502,482	1,063,824	1,713,213	1,156,155
15. Zurich	3,732,306	1,705,439	3,547,071	1,565,431	2,898,292	1,502,767

MICHIGAN

	1936		1935		1934	
	Premiums	Losses	Premiums	Losses	Premiums	Losses
1. Mich. Mut. Liab.	$4,588,632	$2,093,347	$3,815,970	$1,804,665	$3,004,965	$1,510,983
2. Det. Aut. Club	3,029,943	1,303,848	2,308,218	1,008,157	1,667,148	950,392
3. Travelers	2,265,945	1,062,967	1,999,364	1,017,971	1,663,477	849,111
Trav. Ind.	362,971	107,242	401,357	96,409	429,076	114,523
4. Auto Owners	1,998,570	836,111	1,876,467	778,876	1,554,126	637,470
5. Aetna Cas.	1,366,966	384,608	984,153	189,993	406,301	163,789
Aetna Life	1,023,656	875,029	1,111,083	822,180	1,278,458	797,312
6. Gen. Acci.	1,155,711	547,230	1,012,911	487,309	800,286	492,786
7. Metrop. Life	1,134,327	611,383	1,021,941	499,316	856,128	441,958
8. Stand. Acci.	1,120,909	528,804	1,038,864	326,568	877,971	563,326
9. Am. Mut. Liab.	1,014,084	392,241	801,783	308,751	376,859	211,310
10. Wolverine	983,484	455,063	783,371	265,507	591,737	218,450

OHIO

	1936		1935		1934	
	Premiums	Losses	Premiums	Losses	Premiums	Losses
1. State Auto Mut.	$2,892,581	$1,064,275	$2,652,789	$ 851,858	$2,080,135	$ 863,297
2. Travelers	2,309,463	1,006,576	2,228,695	968,024	1,987,815	875,811
Trav. Ind.	684,858	191,869	703,195	183,202	660,012	177,740
3. Ohio Cas.	1,598,388	434,278	1,279,406	378,408	1,017,728	345,631
4. Farm. Bur. Mut.	1,562,598	760,414	1,263,654	585,992	1,076,058	442,023
5. Metropol. Life	1,517,262	787,678	1,221,938	619,926	976,602	513,527
6. Aetna Cas.	1,487,218	363,662	1,457,017	328,604	871,590	417,809
Aetna Life	836,237	553,209	849,144	693,334	1,270,736	665,784
7. Buckeye Union	1,490,577	436,757	1,261,700	345,980	801,742	248,011
8. U. S. F. & G.	1,076,319	402,542	983,188	396,544	1,022,070	661,118
9 Cont. Cas.	1,061,383	463,086	990,724	396,615	780,023	341,877
10. Amer. Auto.	972,714	334,254	795,053	292,238	529,999	199,983

Two Big Subjects Before Meeting of Commissioners

Compulsory automobile insurance and retrospective compensation rating will be two of the big subjects at the annual meeting of the National Association of Insurance Commissioners at Philadelphia, June 21-23. Commissioner Blackall of Connecticut will speak on compulsory automobile insurance, with discussion by Commissioner Sullivan of New Hampshire. Commissioner Mortensen of Wisconsin will have the major paper on retrospective rating, the discussion to be led by Commissioner DeCelles of Massachusetts.

Aetna's Michigan Meetings

Sales conferences will be held by the Aetna Casualty in Detroit and Grand Rapids, Mich., April 5 and 6, with several home office men as speakers, including C. T. Spaulding, field supervisor accident and health; Amos Redding of the casualty and surety school and Austin Bryan of the Aetna plan survey. About 175 are expected to attend the Detroit session and 75 at Grand Rapids.

Silliman Evans Joins in Buying Nashville Papers

Silliman Evans, chairman of the Maryland Casualty, has acquired an interest in the "Tennesseean," a Nashville newspaper with morning and evening editions. In a statement Mr. Evans said: "I am interested with Paul M. Davis of Nashville in the purchase of the 'Tennesseean' papers. This interest, however, will not affect my connection with the Maryland Casualty."

Mr. Evans was for many years an active newspaper man, his last post being Washington correspondent for the Fort Worth "Star-Telegram."

New Century Casualty Success

The New Century Casualty of Chicago on April 4 is rounding out its 13th year in the business. The company has closed a successful year and its prospects are very bright. The guiding stars in the company are President Alfred Kahn and Secretary H. A. Salomon. H. C. Hintzpeter, one of the managers of the Mutual Life of New York in Chicago, is vice-president.

Critical Meeting Is Held on Illinois O. D. Question

PRESIDED OVER BY ROEBER

Conferees Were Goaded by Introduction of Monopolistic State Fund Bill in Legislature

What is regarded as the critical meeting of the many that have been held by company executives on the occupational disease situation in Illinois was held in Chicago Monday and Tuesday and Wednesday. About 20 representatives of mutual and stock companies from the east were in session there, with W. F. Roeber, general manager National Council on Compensation Insurance, presiding.

Those attending felt that some plan had to be agreed upon at this time for handling O. D. risks in Illinois, because last week there was introduced in the Illinois legislature a bill to create a monopolistic state fund for workmen's compensation and O. D. It was introduced by Senator Keane of the insurance committee of the upper house. It has the powerful backing of labor and the report is current that some of the important industrialists also favor the measure. It is regarded as a real threat and not merely just another state fund bill. The company people felt that if they could agree upon a plan for handling O. D. risks, much of the pressure behind the state fund measure would be removed and that the companies would have an equal chance to stave off such legislation. If the companies, however, failed to act, a good many believed that the day would be lost.

Mutual, Stock Differences

The stock people and the mutuals were at loggerheads on several important points. The stock company representatives favored setting up a pool, which would write all of the lung disease liability in the state whether individual companies would be willing to assume such liability on their own account or not. They wanted all of it to go in the pot. The mutuals were opposed to such a pool. They wanted the pool to apply only to risks that could not secure their coverage elsewhere. They contend that if all the business is placed in a pool, it is an admission that the O. D. hazard is not really insurable. They take the position that the ordinary O. D. risk can be handled by an individual company and they held to their position firmly.

Another question on which there was a difference in attitude was that of rate control. The mutuals have taken the position that there must be rate control if there is to be a proper underwriting background for the O. D. hazard. The stock companies, on the other hand, are not state rate control advocates.

Has National Significance

The Illinois situation has national significance, because it is very likely that whatever is done there will be the basis for action elsewhere. Indiana has just passed an O. D. law which is identical to that of Illinois. Michigan is sure to pass an O. D. law at the present session. The Illinois program will certainly be introduced in those two states and possibly in others.

Incidentally there is confusion as to just when the new Indiana O. D. act becomes effective. The original intention was to copy the Illinois act and make it effective Oct. 1 of this year. However, amendments were introduced and apparently the Oct. 1 effective date was omitted in the final draft of the bill. The measure is now in the hands of the printers and it is impossible to get specific information. At the state house, the statement is made that the

(CONTINUED ON LAST PAGE)

Developed Experience on Two Casualty Lines Shown

Reserves on liability and compensation claims are always of great interest because on those lines losses may follow so far behind the premiums. Some years ago the National Association of Insurance Commissioners set up an analysis of reserves and losses under schedule P of the company report blank in order to show whether reserves were correct or not. This analysis is developing interesting figures. Liability reserves are shown in schedule P, part 5, and compensation in part 5A.

In the following table the first line shows losses-plus-reserves on accidents that occurred in 1934 under policies issued in 1934. The first column shows the losses paid on such accidents, plus reserves set up by the company, in its report on December 31, 1934. The second column carries the experience on the same accidents another year, to Dec. 31, 1935. The third column carries the experience on the same accidents to the end of 1936.

The second line shows the losses-plus-reserves on accidents occuring in 1935 on policies issued in 1934. The third line shows losses plus reserves on accidents that occurred in 1935 under policies issued in 1935. The reports of some companies are not fully carried out. The figures are obtained from the New York department.

Three-Year Perspective

The exhibit this year gives a three-year perspective of the adequacy of liability and compensation reserves on incurred losses. This information was first required in the report covering 1934. In the annual statement for that year there was an exhibit of the liability losses incurred in 1934 on policies written in 1934, computed as of Dec. 31, 1934. Then in the report covering 1935 operations there was an exhibit of losses incurred in 1935 on policies written in 1934, computed as of Dec. 31, 1935. There was also an exhibit of losses incurred in 1935 on policies written in 1935 computed as of Dec. 31, 1935.

In the statements now on file covering last year this process has been extended another year, giving the more reliable indication of the true experience of the last three years.

While many companies have voluntarily put up extra reserves to take care of claims and reserves which have proven larger than was estimated during the year they were incurred, the difficulty with attempting to indicate this for each company is that there is no way of telling how much of the voluntary extra reserve is held on account of claims incurred in any paticular year.

COMPENSATION EXPERIENCE

(Figures show thousands of dollars, i. e., last three figures are dropped)

	Dec. 31, 1934	Dec. 31, 1935	Dec. 31, 1936
Aetna Cas.	$ 344	$ 317	$ 322
		341	312
		898	925
Aetna Life	1,812	1,748	1,775
		1,290	1,248
		1,600	1,506
Amer. Auto. (Mo.)	4	4	4
		10	10
		8	10
Amer. Employers	310	388	395
		301	297
		291	340
Amer. Motorists	196	180	173
		143	142
		243	235
Amer. Reinsurance	54	34	30
		58	49
		27	53
Amer. Surety	62	75	77
		79	82
		129	143
Bankers Indem.	205	233	241
		232	214
		292	306
Car & General	65	72	80
		51	53
		69	76
Century Indemnity	311	342	341
		326	339
		332	352
Commercial Cas.	76	85	92
		27	25
		27	28
Continental Cas.	554	609	592
		424	402
		673	654
Eagle Indemnity	237	188	176
		186	155
		210	181
Employers' Liab.	2,517	3,159	3,229
		2,088	2,158
		2,462	3,067
Employers' Reins.	120	80	88
		89	**36**
		158	164
Europ. Gen. Reins.	...	...	...
		2	5
		5	8
Excess	45	45	45
		49	49
		46	46
Fidelity & Cas.	1,507	1,567	1,572
		1,593	1,376
		1,754	1,941
Fireman's Fd. Indem.	372	342	340
		211	207
		341	360
General Accident	809	753	756
		847	843
		917	910
General Reins.	31	39	62
		20	15
		212	242
Glens Falls Ind.	230	263	253
		173	179
		274	294
Globe Indem.	1,254	1,105	1,074
		807	655
		1,267	1,039
Great Amer. Ind.	464	511	507
		457	472
		723	659
Hartford Acci.	2,691	2,664	2,622
		1,851	1,645
		3,231	2,687
Indemnity of N. A.	467	383	382
		416	344
		569	418
Lond. & Lanc. Indem.	99	104	104
		103	97
		129	135
London Guarantee	700	659	648
		413	403
		638	607
Manfrs. Cas.	98	109	103
		91	102
		106	159
Maryland Cas.	1,449	1,324	1,572
		1,530	1,582
		1,632	1,861
Mass. Bonding	449	650	705
		452	525
		573	764
Metropolitan Cas.	64	78	74
		23	18
		12	9
National Cas.	35	41	46
		26	26
		32	38
New Amster.	725	844	855
		526	550
		661	791
New York Cas.	38	50	50
		40	45
		76	65
Norwich Union Ind.	161	187	206
		83	91
		76	68
Occidental Ind.	168	144	147
		57	60
		135	135
Ocean Accident	1,185	1,137	1,129
		990	949
		934	903
Phoenix Indem.	200	204	200
		177	161
		218	228
Royal Indem.	1,317	1,084	1,026
		747	617
		1,216	999
St. Paul-Mer. Indem.	148	138	135
		123	106
		114	136
Standard Acci.	893	1,125	1,174
		768	784
		1,129	1,102
Standard Sur. & Cas.	103	113	120
		108	110
		181	205
Sun. Ind. of N. Y.	187	162	164
		266	235
		305	243
Travelers	4,386	4,542	4,579
		3,548	3,364
		4,833	4,906
U. S. Cas.	473	574	569
		364	380
		533	538
U. S. F. & G.	1,438	1,971	1,961
		1,773	1,757
		1,773	1,896
U. S. Guarantee	...	23	19
		34	31
		39	30
Western Cas., Chgo.	289	249	256
		...	...
		270	215
Zurich	1,689	1,243	1,158
		1,019	784
		1,976	1,521
Mutuals			
(Amer.) Lumbermen's Mut. Cas.	1,035	944	936
		1,586	1,470
		1,360	1,258
Amer. Mut. Liab.	3,673	3,886	3,812
		2,633	2,525

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Named as President of Benton Harbor Company

E. C. EDMUNDS

E. C. Edmunds, who has been vice-president of the Fidelity Health & Accident of Benton Harbor, Mich., since its organization, has been elected president to fill the vacancy by the recent death of E. C. Bowlby. H. S. Gray, Benton Harbor attorney, was elected vice-president and A. R. Arford, who has been secretary, becomes secretary - treasurer. Mrs. E. C. Bowlby was named assistant secretary.

Perkins Elected Chairman of N. Y. Compensation Board

NEW YORK, March 31.—S. B. Perkins, assistant secretary of the Travelers, has been elected chairman of the governing committee of the Compensation Insurance Rating Board of New York. The premium income of the member companies on workmen's compensation risks in 1936 totaled $69,882,745, an increase of 16.5 percent. The Arex Indemnity, recently formed by E. W. Brown & Co., has been admitted to board membership.

Farm Bureau's Life Company

With a capital guarantee fund of $40,000, the Hoosier Farm Bureau Life has now been incorporated. It is a subsidiary of the Indiana Farm Bureau which also operates an automobile insurance company.

	1934	1935	1936
Bakers' Mutual	9	16	17
		16	17
		7	20
Hardware Mut. Cas.	425	381	380
		357	376
		481	457
Interboro Mut. Indem.	10	13	13
		8	10
		23	22
Liberty Mut.	4,064	4,055	4,046
		4,395	4,376
		5,042	5,026
Merchants' Mut. Cas.	13	14	14
		6	8
		9	13
Secur. Mut. Cas.	377	290	299
		459	413
		289	235
Utica Mutual	57	63	59
		15	15
		20	26
Utilities Mutual	35	32	31
		—2	—
		63	56

LIABILITY EXPERIENCE

	Dec. 31, 1934	Dec. 31, 1935	Dec. 31, 1936
Aetna Cas.	$1,597	$1,662	$1,662
		1,061	987
		2,049	2,036
Aetna Life	3,045	3,073	3,078
		1,991	1,852
		2,348	2,309
Allstate	145	177	184
		147	150
		239	271

Name L. V. Grady Mid-West Head of Home Indemnity

NEW YORK, March 31.—L. Vaughan Grady has been named district manager at Chicago for the Home Indemnity with servicing jurisdiction over Illinois, Wisconsin, Iowa and northern Indiana. He will assume the post about May 1, when he will retire from his present connection with the Phoenix Indemnity. Following graduation from Washington & Lee University, Mr. Grady joined the United Insurance Agency at Jonesboro, Ark. His next association was with the Commercial Casualty, leaving it in turn to join the Phoenix Indemnity at Chicago. The Home Indemnity writes automobile and general liability, burglary and plate glass, and fidelity and surety.

Littlejohn Found Guilty

A. C. Littlejohn head of the National Aid, Springfield, Ill., and his colleague, H. C. Robinson were found guilty in the U. S. district court there of fraudulently using the mails to sell insurance in that outfit. It is a mutual benefit assessment concern not doing business in Illinois. A petition has been filed for a new trial and arguments will be heard April 8. Mr. Littlejohn has figured conspicuously at Springfield in a number of insurance enterprises especially live stock insurance and accident and health.

General Indemnity Dividend

A third dividend to creditors of the defunct General Indemnity of Rochester, N. Y., amounting to $67,400, has now been mailed by Superintendent Pink of New York. This company was operated by the Todd check protective device people until Carl Hansen got it. The receiver was named in 1933. The third dividend is on the basis of 8⅓ percent to general non-policy creditors and 5 percent to policyholders. With these payments, dividends total $637,000 and there will be further distributions.

Exempt Policy Proceeds

In New Jersey Assemblyman J. B. Rooney, a special agent for the Firemen's group, has had his measure passed in the assembly which will "provide that money or other benefit paid or allowed by any stock or mutual life insurance company or a casualty insurance company shall not be liable to execution or attachment, to pay any debt or liability of such person." The measure stands a good chance of being passed by the senate.

Dean Ames, in the insurance business in Omaha for some years, joined the insurance department of Byron Reed Co.

New Manager

WALTER H. CLANAHAN

Walter H. Clanahan was recently appointed Chicago branch manager of the Preferred Accident. He has been connected with that company a good many years and is thoroughly familiar with its operations. He is making an enthusiastic start and expects to make the Preferred even more of a factor in Chicago.

Casualty Net Premiums and Paid Losses in 1936 in NEW YORK

	Total		Auto. Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary-Theft		Prop. D. & Coll.	
	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses
	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$
Aetna Cas.	3,483,070	900,434	730,237	202,504	21,076	5,775	139,961	38,120	1,048,661	159,804	148,786	50,250	468,329	137,499	653,865	212,802
Aetna Life	7,691,694	3,336,932	1,834,063	619,285	1,841,425	823,300	3,080,101	1,477,452	.....	.....	.....	.....	.....	.....	.....	.....
Allstate Ins. Co.	234,637	18,791	192,467	16,336	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	41,670	2,454
Amal. M. Auto. Cas.	403,155	158,013	403,155	158,013	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Amer. Auto., Mo.	266,036	65,893	226,889	51,750	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	39,146	14,143
Amer. Employ.	704,354	227,381	225,504	95,866	118,016	27,802	157,495	63,134	91,925	9,768	14,701	4,637	27,612	5,405	55,586	17,776
Amer. Motorists	1,018,603	316,128	737,334	202,019	11,726	4,669	64,929	54,929	5,978	.....	1,419	989	.....	.....	180,542	46,914
Amer. Mut. Liab.	4,466,353	1,758,819	736,733	217,723	388,117	156,660	3,099,851	1,315,707	8,925	721	1,355	577	2,288	377	229,080	67,049
Amer. Reins.	955,611	255,417	349,669	141,609	125,226	30,824	61,291	17,185	300,998	30,495	.....	.....	60,148	17,390	54,129	15,415
Amer. Surety	2,188,367	617,501	242,479	194,501	108,589	50,427	143,456	63,551	1,478,193	264,467	24,145	9,478	124,803	12,306	66,698	22,786
Auto. Mut. Indem.	530,706	362,439	513,181	356,627	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	17,524	5,811
Bakers Mutual	412,044	135,599	.....	.....	82,724	24,484	329,319	111,115	.....	.....	.....	.....	.....	.....	.....	.....
Bankers Indem.	1,479,107	735,872	429,782	282,394	333,719	120,775	469,716	209,698	145	10,331	54,407	22,778	82,294	44,907	104,429	43,398
Butchers Mut. Cas.	829,091	252,329	11,673	4,377	19,986	6,109	779,405	236,300	.....	.....	15,780	4,863	.....	.....	2,246	679
Car & General	396,612	209,834	167,626	98,242	82,619	37,195	97,636	54,641	.....	.....	3,439	1,283	5,635	1,531	38,637	16,939
Century Indem.	1,931,444	756,057	565,715	223,059	365,471	138,255	517,970	235,504	197,613	57,035	50,135	24,505	85,345	25,897	129,990	41,813
Citizens Cas.	.....	173,624	.....	144,933	.....	1,452	.....	1,820	.....	.....	.....	.....	.....	.....	.....	25,418
Coal Merch. Mutual	300,785	154,341	.....	.....	.....	.....	300,785	154,341	.....	.....	.....	.....	.....	.....	.....	.....
Columbia Cas.	327,053	102,183	93,346	16,107	40,259	13,770	45,874	30,822	60,766	16,228	11,915	4,775	26,708	8,585	25,628	4,622
Commercial Cas.	1,207,043	660,375	214,926	124,683	274,796	140,889	50,843	75,704	41,601	3,227	45,618	14,554	25,052	11,004	45,103	18,687
Consolidated Taxp. M.	326,990	144,271	.....	.....	326,990	144,271	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Continental Cas.	3,455,084	1,268,987	848,609	350,872	570,436	142,161	743,819	271,949	294,935	102,773	65,443	23,089	66,269	12,945	203,534	74,547
Eagle Indem.	1,492,115	630,469	452,140	204,259	357,352	125,696	276,388	157,863	79,461	27,526	48,293	13,451	129,136	51,058	107,041	33,335
Employers Liab.	3,880,337	1,692,177	765,775	299,410	1,094,871	316,929	1,376,251	909,961	171,968	41,660	66,468	23,289	126,802	20,186	196,337	53,002
Employers Reins.	1,295,419	420,295	679,005	265,088	237,634	.....	43,266	19,894	108,197	41,768	4,831	.....	38,977	14,953	135,963	56,538
Europ. Genl. Reins.	2,201,745	660,140	825,235	265,406	281,671	13,597	5,587	3,658	419,465	51,247	.....	.....	286,919	166,638	28,588	3,562
Excess	273,952	288,043	181,972	227,446	40,518	43,623	—443	44,984	48,027	—62,115	.....	.....	7,384	1,071	—2,473	31,422
Exch. Mut. Indem.	984,283	427,035	326,131	102,503	37,290	16,300	520,096	272,322	.....	.....	.....	.....	.....	.....	100,763	35,907
Factory Mut. Liab.	618,126	146,965	489,069	117,982	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	99,056	29,043
Fidelity & Cas.	5,898,374	2,594,941	1,233,342	577,631	1,131,370	378,445	1,588,952	966,132	906,721	220,338	137,703	45,806	228,240	108,698	326,785	111,165
Fidelity & Deposit	2,082,629	1,250,624	.....	.....	.....	.....	.....	.....	1,647,187	1,066,889	71,275	27,770	364,165	154,538	.....	.....
Fireman's Fund, Ind.	1,789,589	596,397	635,029	175,847	312,225	79,439	516,615	212,190	52,882	45,055	32,407	9,151	53,682	12,085	135,272	51,286
First Reins.	76,478	35,944	12,412	3,375	17,188	.....	.....	.....	.....	.....	.....	.....	6,053	.....	1,831	.....
General Acci.	4,908,923	1,937,856	3,088,104	1,223,799	398,962	108,750	561,813	303,626	.....	.....	27,191	9,838	67,477	25,044	628,352	224,490
General Reins.	816,909	516,583	274,448	67,932	117,538	7,010	36,059	272,728	154,291	95,024	2,136	.....	115,418	20,092	23,411	8,240
Glens Falls Indem.	2,197,861	803,840	718,960	273,201	382,110	154,786	494,434	217,968	232,577	43,528	49,478	16,522	78,917	15,094	179,355	65,283
Globe Indem.	5,665,229	2,508,087	1,615,470	758,838	1,191,110	556,428	1,540,975	830,632	389,671	69,843	109,008	31,659	285,072	81,916	403,190	113,472
Great Amer. Indem.	2,718,129	1,100,389	740,007	326,968	774,553	261,885	681,731	293,189	180,687	87,866	76,724	30,940	62,206	21,394	179,067	60,486
Greater N. Y. Taxp.	1,485,578	667,101	.....	.....	1,485,578	667,101	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Guar. of No. Amer.	67,952	4,008	.....	.....	.....	.....	.....	.....	67,952	4,008	.....	.....	.....	.....	.....	.....
Hdwe. Mut. Cas., Wis.	904,099	298,315	428,730	137,286	51,441	9,334	291,887	103,579	.....	.....	18,567	8,625	3,170	453	110,311	39,035
Hartford Acci.	7,641,983	2,925,391	1,815,406	704,463	1,214,039	476,263	2,135,862	1,128,009	1,140,975	244,279	129,264	.....	418,969	42,597	507,778	159,851
Home Indem.	516,736	237,455	137,848	63,330	107,816	74,188	.....	39,726	144,374	16,784	23,457	8,180	75,659	24,050	27,576	11,193
Hudson Mohawk M.	251,960	89,268	.....	.....	4,360	6,210	247,295	83,058	.....	.....	.....	.....	.....	.....	305	.....
Indem. of N. Amer.	2,768,251	804,811	632,442	194,538	577,567	99,899	386,491	237,263	704,321	133,054	53,079	17,748	235,672	24,205	159,786	56,778
Interboro. Mut.	1,768,090	649,924	640,290	195,703	129,914	41,042	822,366	361,728	.....	.....	.....	.....	.....	.....	175,518	51,456
International Fidel.	2,957	.....	.....	.....	.....	.....	.....	.....	2,957	.....	.....	.....	.....	.....	.....	.....
Jamestown Mut.	1,308,864	385,599	368,087	94,908	25,504	914	811,756	263,448	.....	.....	.....	.....	.....	.....	103,515	26,327
Liberty Mut., Mass.	8,355,030	2,926,978	1,825,951	593,349	829,689	169,764	5,062,829	1,886,650	125,254	28,986	9,842	6,273	68,552	12,261	403,934	128,295
London Guar.	1,533,775	904,370	331,205	253,485	197,498	117,135	549,161	408,096	25,163	—3,193	26,705	10,748	53,781	27,035	68,139	35,951
London & Lanc.	1,076,004	462,303	415,945	169,916	236,213	89,582	166,020	98,218	28,118	26,355	40,243	11,674	43,767	9,610	105,330	42,271
Lumb. Mut. Cas., Ill.	4,170,351	1,402,963	2,406,377	920,984	234,842	73,731	887,996	218,233	1,075	.....	20,110	7,763	14,844	1,597	583,158	176,316
Lumb. Mut., N. Y.	1,072,015	404,817	81,739	28,577	76,455	34,385	859,143	326,118	.....	.....	.....	.....	.....	.....	54,677	15,735
Man. Mut. A., N. Y.	807,061	424,023	671,637	341,796	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	135,424	82,227
Mfgs. Cas.	482,308	176,648	392,299	128,487	1,193	770	2,064	14,448	.....	.....	125	7	102	.....	86,512	32,934
Maryland Cas.	3,482,539	1,838,199	939,841	511,918	567,718	225,340	774,461	523,056	528,741	376,414	72,371	29,235	147,759	26,143	241,993	82,642
Mass. Bonding	3,690,172	1,604,309	747,295	374,152	900,391	365,674	1,086,590	527,143	336,175	136,639	104,793	37,558	118,944	29,474	187,375	69,786
Medical Protect.	19,051	18,009	.....	.....	19,051	18,009	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Merchants Indem.	132,627	51,017	79,474	34,989	23,080	4,112	.....	.....	.....	.....	24,620	7,943	4,550	820	113	.....
Merchants Mut. Cas.	1,755,351	562,611	1,170,891	364,697	30,511	9,584	207,018	81,510	.....	.....	8,616	3,526	.....	.....	294,354	83,963
Metropolitan Cas.	1,225,982	566,012	395,536	154,176	290,394	107,750	46,744	91,425	60,803	38,721	76,169	26,730	38,599	12,810	88,882	30,111
Met. Mut. Aut. Cas.	551,071	211,749	550,868	211,682	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	203	67
Mutual Cas.	76,655	42,484	12,991	2,193	2,048	837	57,480	38,504	.....	.....	.....	.....	.....	.....	4,135	948
National Cas.	406,990	146,193	43,897	24,542	25,867	5,478	31,433	10,523	1,998	23	4,016	1,244	3,938	912	10,373	3,961
Natl. Grange Mut.	389,682	86,456	305,208	68,508	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	84,473	17,947
National Surety	2,278,221	609,639	.....	.....	.....	.....	.....	.....	1,798,741	447,626	19,543	14,590	459,934	147,895	.....	.....
New Amsterdam	3,804,001	2,095,324	1,011,511	690,970	795,222	408,073	1,090,152	580,319	329,886	214,563	117,270	40,460	115,521	35,378	248,983	97,719
New York Cas.	700,317	409,709	171,788	126,325	135,676	58,279	99,624	48,506	145,892	121,662	60,786	25,778	29,864	4,275	56,682	24,879
N. Y. Printers & Bind.	274,877	153,746	.....	.....	.....	.....	274,877	153,746	.....	.....	.....	.....	.....	.....	.....	.....
Norwich Un. Indem.	191,157	290,457	69,749	81,168	24,010	51,861	44,903	121,976	.....	.....	6,794	4,541	17,138	14,488	18,910	14,263
Occidental Indem.	1,712	2,642	39	.....	67	45	587	1,093	843	.....	.....	.....	—2	150	124	103
Ocean Acci.	2,064,978	842,200	472,084	223,333	379,039	72,453	649,044	364,013	63,061	6,841	41,339	17,213	184,696	61,030	108,551	46,332
Phoenix Indem.	788,909	382,767	194,999	124,260	266,078	93,469	164,055	112,157	.....	.....	28,832	12,065	38,544	9,553	16,651	16,377
Preferred Acci.	1,246,963	599,885	740,955	323,355	12,824	208	.....	.....	55,531	131,168	27,829	5,640	108,455	36,081	180,915	55,908
Protective Indem.	209,903	68,362	95,402	31,993	432	.....	.....	.....	.....	.....	10,678	5,204	79,331	24,580	18,807	5,371
Public Serv. Mut.	790,163	337,173	790,163	337,173	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Provident A. & W. Cr.	1,320	770	1,124	704	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Red Cab Mut. Cas.	291,568	172,295	291,450	172,295	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	127	.....
Royal Indem.	3,870,453	1,666,868	1,193,486	479,901	650,188	352,423	925,687	591,696	350,905	—20,824	78,466	25,842	243,147	100,077	307,032	101,417
St. Paul Merc. Indem.	172,614	75,123	21,817	24,037	7,560	3,954	4,750	5,617	120,359	34,957	2,105	1,104	779	10	5,195	4,601
Security Taxp. Mut.‡	242,924	68,968	.....	.....	242,924	68,968	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Seaboard Surety	175,643	62,355	.....	.....	.....	.....	.....	.....	175,643	62,355	.....	.....	.....	.....	.....	.....
Secur. Mutual	335,923	273,134	132,118	150,004	65,252	49,458	118,283	58,667	3,567	22	.....	.....	793	.....	6,730	14,966
Standard Acci.	2,207,574	1,299,843	440,183	234,493	484,397	175,144	632,592	499,894	274,259	256,108	50,663	20,583	67,341	20,611	182,112	56,529
Standard Sur. & Cas.	1,492,580	627,226	649,703	274,022	173,827	56,759	325,699	117,271	109,423	102,568	23,371	7,761	33,224	9,297	142,926	48,601
State Fund, N. Y.	18,419,199	8,439,142	.....	.....	.....	.....	18,419,199	8,439,142	.....	.....	.....	.....	.....	.....	.....	.....
Sun Indem.	1,625,951	1,480,622	580,159	741,273	267,660	238,386	373,872	285,345	10,358	63,273	56,347	37,003	100,419	49,383	185,291	93,203
Travelers	15,396,216	6,562,409	4,295,224	1,874,231	3,047,318	756,498	6,078,581	3,121,254	.....	.....	.....	.....	.....	.....	.....	.....
Travelers Indem.	2,125,665	637,687	78,811	51,612	118,435	28,067	.....	.....	.....	.....	227,537	83,589	468,820	86,661	1,060,785	362,268
U. S. Casualty	1,438,755	895,686	394,489	384,693	340,997	147,878	400,337	260,408	44,903	20,194	40,715	—17,560	72,173	36,593	88,008	41,278
U. S. F. & G.	5,135,504	2,505,973	1,147,865	536,701	1,031,887	372,828	1,158,456	679,572	1,035,867	663,936	107,161	39,760	222,171	69,041	274,261	107,570
U. S. Guar.	1,577,918	448,346	338,278	121,672	134,804	16,001	106,235	30,376	713,917	187,571	7,354	2,245	220,440	69,128	55,874	20,200
Universal Indem.	14,813	14,119	12,382	13,059	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2,431	1,060
Utica Mutual	4,372,892	1,479,747	997,756	309,701	156,106	24,980	2,931,551	1,050,915	.....	.....	132	34	.....	.....	287,252	94,080
Utilities Mut.	907,239	519,501	.....	.....	.....	105	907,239	519,396	.....	.....	.....	.....	.....	.....	.....	.....
Western Casualty	66,699	26,169	.....	.....	.....	.....	66,699	26,169	.....	.....	.....	.....	.....	.....	.....	.....
Yorkshire Indem.	296,801	84,551	25,348	40,387	161,150	15,102	.....	.....	30,721	.....	19,491	7,634	48,107	14,150	11,979	7,276
Zurich	3,732,306	1,705,439	1,081,135	560,408	1,161,831	396,731	1,093,140	622,448	.....	.....	43,987	12,564	94,556	17,510	249,279	92,458
Total, 1936	199,814,906*	85,109,031*	50,182,962	21,871,974	27,887,430	9,916,478	68,016,333	32,997,834	16,354,256	5,677,568	2,645,044	893,568	6,658,801	1,986,471	11,404,515	3,978,743
Total, 1935	186,889,848*	83,353,197*	50,437,348	24,081,332	26,367,936	10,626,325	57,597,492	29,394,889	16,187,829	4,947,073	2,614,394	855,933	6,341,728	2,472,977	11,541,510	3,714,705

*Total of all casualty business, including companies, listed below. Company totals shown above include classes shown in groups below.
‡Formerly Bronx & Harlem.

Companies Writing Other Classes of Casualty Business in NEW YORK in 1936

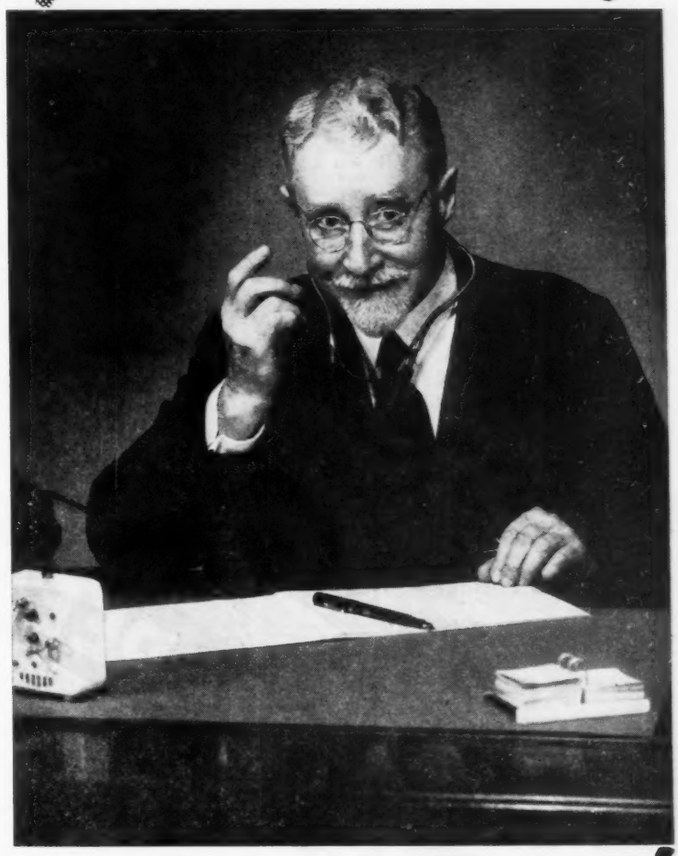
ACCIDENT AND HEALTH AND NON-CANC. H. & A.

	Prems.	Losses
Aetna Cas.	$ 880	$ 9,094
Aetna Life	936,102	416,893
Amer. Employ.	6,962	2,521
Amer. Motorists	16,670	6,586
Amer. Reins.	4,314	.....
Bankers Indem.	4,609	1,587
Ben. Ry. Employ.	140,954	82,181
Century Indem.	19,200	8,984
Columbia Cas.	11,439	7,495
Columb. Natl. Life	23,492	5,310
Commercial Cas.	508,747	271,623
Conn. General	529,446	308,794
Continental Cas.	656,116	190,138
Eagle Indem.	23,237	8,517
Employ. Liab.	50,152	18,096
Employ. Reins.	19,583	17,674
Equit. Life, N. Y.	945,819	1,062,793
Europ. General Reins.	278,792	15,718
Excess	449	1,608
Federal L. & C.	68,652	25,216
Fidelity & Cas.	265,280	168,692
Fireman's Fund Indem.	50,470	11,359
First Reins.	38,991	32,568
General Acci.	132,755	41,604
General Reins.	91,525	45,553
Glens Falls	52,025	17,460
Globe Indem.	90,483	28,521
Great Amer. Indem.	23,043	17,655
Hartford Acci.	178,636	68,865
Indem. N. Amer.	62,512	30,457
John Hancock Mut.	86,377	42,476
Liberty Mut., Mass.	8,976	391
London & Lanc.	40,462	14,672
London Guar. & Acci.	12,775	7,370
Loyal Protect.	146,294	65,939
Lumber Mut. Cas., Ill.	7,113	4,160
Maryland Cas.	109,444	44,286
Mass. Bonding	208,606	72,879
Mass. Indem.	169,761	60,051
Mass. Protect.	491,452	288,357
Merchants Indem.	788	2,710
Merchants Mut. Cas.	43,960	19,329
Metropolitan Cas.	227,569	104,062
Metropolitan Life	3,637,047	1,721,308
Monarch Life	371,086	174,844
National Cas.	285,463	99,504
New Amsterdam	95,452	27,836
No. Amer. Acci.	514,713	164,143
Norwich Union Indem.	9,650	2,057
Occidental Indem.	50	1,250
Ocean Acci.	124,482	61,024
Phoenix Indem.	48,333	14,919
Preferred Acci.	120,440	47,520
Prot. Indem.	5,203	1,211
Provident Ac. & Wh. Cr	195	64
Prudential	250,096	85,538
Royal Indem.	56,927	21,086
St. Paul Merc. Indem.	173	838
Secur. Mut. Cas.	253	75
Standard Acci.	73,921	36,478
Standard Sur. & Cas.	33,401	10,943
Sun Indem.	51,840	22,750
Travelers	1,975,091	810,425
United Cas.	81,410	30,668

(CONTINUED ON PAGE 38)

AGENTS Everywhere Say your

PRACTICAL LOW COST AUTOMOBILE FINANCE PLAN FOR INSURANCE AGENTS IS



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AMERICAN STATES INSURANCE COMPANY

Home Office • Indianapolis, Indiana

DUDLEY R. GALLAHUE, President EDWARD F. GALLAHUE, Sec'y-Treas.

(CONTINUED FROM PAGE 36)

	Prems.	Losses
U. S. Casualty	57,126	22,140
U. S. F. & G.	152,421	35,033
U. S. Guar.	1,012	1,250
Zurich	8,275	3,315
Total, 1936	$14,738,974	$7,046,493
Total, 1935	13,592,721	6,991,973

STEAM BOILER

Aetna Cas.	$ 171	.....
Amer. Employ.	6,159	$ 466
Amer. Reins.	1,056	1,455
Columbia Cas.	7,512	472
Continental Cas.	4,509	246
Eagle Indem.	18,091	8,259
Employ. Liab.	28,973	8,850
European Gen. Reins.	533	428
Excess	—949	.....
Fidelity & Cas.	68,548	6,813
General Acci.	4,121	701
General Reins.	1,415	.....
Globe Indem.	36,887	6,166
Hartford S. B.	313,059	52,939
London Guar.	17,516	1,728
Lumbermen's Mut. Cas.	7,735	.....
Maryland Cas.	49,924	8,750
Mutual Boiler	24,398	575
Ocean Acci.	41,747	2,994
Phoenix Indemnity	1,415	21
Royal Indem.	55,548	13,715
Security Mutual	2,381	.....
Travelers Indem.	163,210	23,931
Total, 1936	$ 853,959	$ 138,509
Total, 1935	955,931	132,393

ENGINE AND MACHINERY

Aetna Cas.	$ 2,753	$ 593
Amer. Employ.	388	.....
Amer. Reins.	—1,235	1,039
Columbia Cas.	2,599	1,301
Continental Cas.	1,398	242
Eagle Indem.	971	498
Employers Liab.	2,603	789
European Gen. Reins.	1,031	—986
Excess Ins. Co.	—535	.....
Fidelity & Cas.	9,475	796
General Accident	243	.....
General Reins.	661	.....
Globe Indem.	3,355	805
Hartford S. B.	109,882	31,037
London Guar.	—1,502	136
Lbrmen's Mut. Cas., Ill.	7,096	175
Maryland Cas.	22,076	584
Mutual Boiler	4,991	275
Ocean Acci.	330	995
Royal Indem.	9,061	1,530
Security Mutual	—627	.....
Travelers Indem.	18,053	1,455
Total, 1936	$ 194,302	$ 41,064
Total, 1935	255,180	42,115

SPRINKLER LEAKAGE

Aetna Cas.	$ 258,344	$ 83,887
Maryland Cas.	29,205	9,824
Total, 1936	$ 287,549	$ 93,711
Total, 1935	253,380	85,074

CREDIT

Amer. Credit Indem.	$ 145,352	$ 23,358
Employers Reins.	27,858	4,375
European General Reins.	73,919	1,866
London Guar. & Acci.	253,427	45,875
National Surety	.....	—473
Ocean Acci.	.....	7,936
Total, 1936	$ 500,556	$ 82,937
Total, 1935	480,303	110,154

LIVE STOCK

	Prems.	Losses
Hartford Acci.	1,050	.....
Hartford L. S.	46,796	$ 31,324
Total, 1936	$ 47,846	$ 31,324
Total, 1935	80,921	24,032

WATER DAMAGE

	Prems.	Losses
Commercial Cas.	$ 51	.....
Metropolitan Cas.	1,279	$ 222
Indem. of No. Amer.	6,376	6,863
U. S. F. & G.	2,407	1,525
Total, 1936	$ 10,113	$ 8,610
Total, 1935	10,072	3,632

COMPENSATION

Compensation Writings in Illinois at New Peak in 1936

Casualty people were interested to note from the Illinois experience table published last week that the total compensation writings for 1936 reached a new peak in that state. They amounted to $18,867,030. The previous peak was 1928 when the writings were $18,294,000. Some observers predict that with increasing wages and increased employment, compensation premiums in Illinois this year may reach $22,000,000.

Washington Vacancy Not Filled

The National Council on Compensation Insurance has not yet selected a manager for its Washington, D. C., branch to succeed the late W. H. Davis. Mr. Davis joined the National Council some years ago, serving first as an inspector in the southern department and then in Missouri, and was appointed manager at Washington when the office was established in 1931.

Oklahoma Commission Changes

OKLAHOMA CITY, March 31.—A. J. Fraley has been appointed a member of the Oklahoma industrial commission and Dr. C. W. Benson as medical advisor, a position recently created. The commission announces that applicants for compensation for injuries before the industrial commission will not be obliged to employ attorneys or private medical witnesses under its new policy.

Mr. Fraley succeeds T. B. Lunsford, who quit his place on the commission to become an attorney in the executive department. Commissioner McElroy has been made chairman.

May Discontinue Solicitors

DENVER, March 31.—The state fund is expected to discontinue use of solicitors some time this year. Although no announcement to that effect has been made by the industrial commission, which handles the fund, leaders in the casualty business who have long sought such a change have received indications that their request is likely to be met in the near future. State fund solicitors have long been a bone of contention here. Representatives of the casualty companies feel that in their use, the state is competing unfairly with private business.

Retrospective Rating Approved

Eighteen states have now approved the retrospective plan for rating workmen's compensation risks, the most recent to accord endorsement being South Carolina.

Will Consider Indiana Law

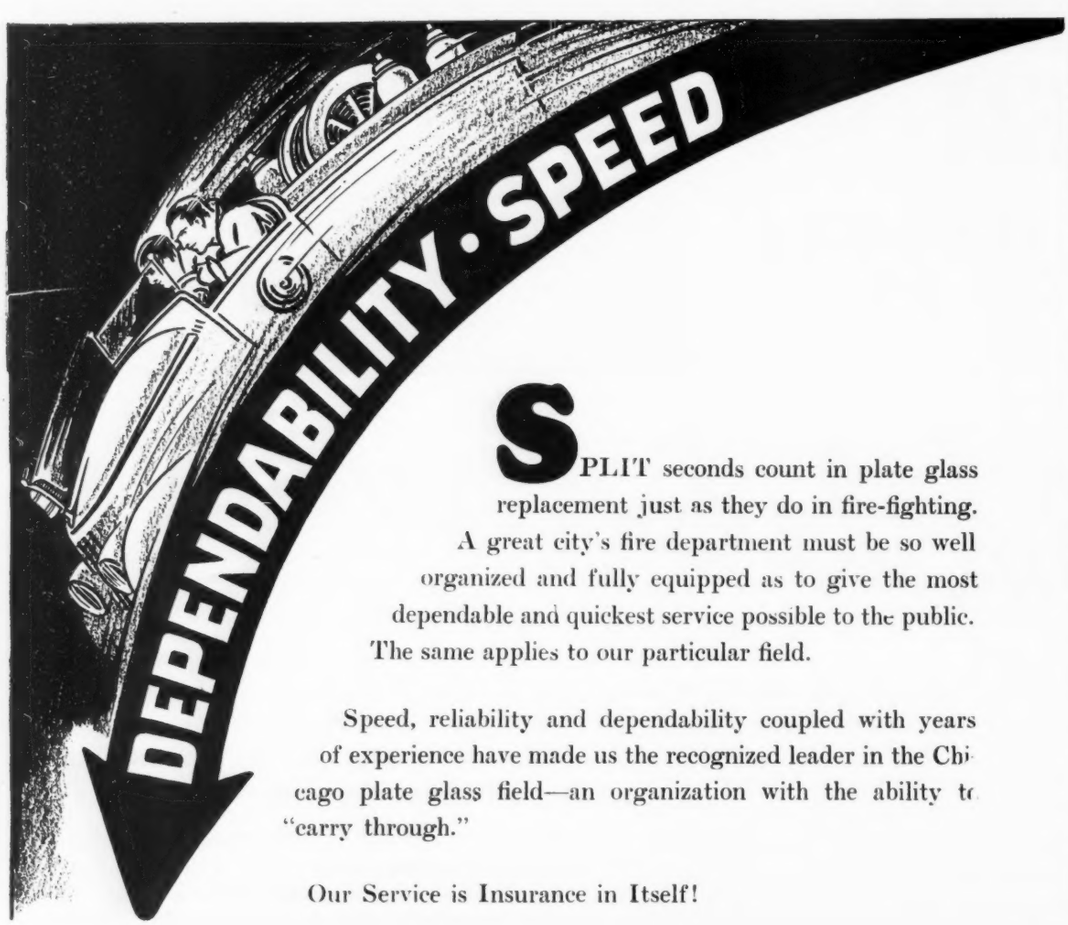
Consideration of the recently enacted occupational disease law of Indiana will be given by members of the National Council on Compensation Insurance at a meeting to be held within the next few days.

Comprehensive Form Successful

The United Pacific is having success with its comprehensive liability policy, which has been on the market for about five months. Modeled to some extent on the form used on the Pacific Coast by Lloyds of London and in the middle west by several carriers, it covers liability for personal injury from any cause, except as excluded, and property damage liability from automobiles and trailers.

The exclusions are liability from railroad locomotives and cars away from the premises, liability to employes, compensation liability, product liability and contractual liability, except under railroad switchtrack agreements, leases and agreements with political subdivisions in connection with permits for buildings, obstructions, etc. The limits of liability apply to each person and each accident, even though caused by a combination of factors, and to each elevator separately.

An exhaustive application and survey blank is required, listing all automobiles, trailers, premises, elevators, switchtrack agreements, etc., and all operations of the assured. Premium is quoted after submission of the application and is provisional, being subject to final determination after reports of all activities and payroll audit.



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Speed, reliability and dependability coupled with years of experience have made us the recognized leader in the Chicago plate glass field—an organization with the ability to "carry through."

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PROMPT SERVICE

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Big plans are afoot to stimulate even more our already fast growing A-H business. A man thoroughly acquainted with the territory he is in now, who is ambitious, can get a good contract with us, to develop his territory. Legal reserve life company, with years of experience in A-H, broad, modern income protection policies, both Commercial and Monthly Premium. Financial assistance to the right man if needed. Tell us about yourself, in confidence.

ADDRESS F-45, NATIONAL UNDERWRITER

STOCK CASUALTY 1936 UNDERWRITING—INVESTMENT EXHIBIT

From 1937 Argus Casualty Chart Published by The National Underwriter

Not including Specializing and Accident and Health Companies

Prem's Earned	Losses Incurred Incl. Adj. Expenses	Underwriting Expenses Incurred	Ratio to Prem's Earned: Loss & Ex Inc.	Ratio to Prem's Earned: Und. Exp. Inc.	Company	Gain from Undrwrtg. & Profit & Loss Items	Gain from Investments	Net Increase in Surplus
.....	.....	101,345	....	....	**Accident & Casualty**	—101,911	73,685	—28,225
24,881,402	12,905,315	10,974,184	51.9	44.1	**Aetna Cas. & Sur.**	978,727	2,330,786	1,397,719
18,475,647	11,152,393	6,682,902	60.4	36.2	**Aetna Life**	793,521	3,420,093	4,684,684
1,315,594	807,398	450,246	61.4	34.2	**Allstate**	119,166	227,225	56,169
10,491,454	5,870,076	3,111,278	56.0	29.7	**American Auto.**	525,300	2,694,051	2,019,352
1,124,068	276,519	405,972	24.6	36.1	**American Bonding**	22,585	94,634	101,719
1,379,986	694,235	591,716	50.3	42.9	**American Cas., Pa.**	110,256	13,537	35,158
1,273,513	361,120	738,265	28.4	58.0	**Amer. Credit Indem.**	7,603	205,070	787,923
5,406,508	2,871,683	2,080,245	53.1	38.5	**American Employers**	457,438	775,102	707,541
2,661,040	1,856,173	707,470	69.8	26.6	**Amer. Fid. & Cas.**	63,677	78,912	125,089
269,207	137,753	110,418	51.2	41.0	**American Fidelity**	21,064	16,964	—4,576
271,388	169,335	141,988	62.4	52.3	**American Fire & Cas.**	—41,545	13,906	33,711
660,826	335,203	318,211	50.7	48.2	**American General**	5,940	230,020	110,461
1,206,207	690,092	550,225	57.2	45.6	**American Indemnity**	—28,264	93,264	65,000
5,240,666	3,092,312	1,407,711	59.0	26.9	**American Motorists**	738,701	116,271	104,112
952,813	733,412	66,706	77.0	7.0	**Amer. Policyholders**	107,677	124,006	—37,842
2,994,266	1,021,219	1,320,076	34.1	44.1	**Amer. Re-insurance**	653,578	1,974,795	2,078,373
1,602,884	879,018	710,590	54.8	44.3	**American States**	17,603	151,060	.....
9,353,361	3,317,258	5,312,636	35.5	56.8	**American Surety**	732,121	1,773,868	1,069,317
1,171,692	742,698	399,378	63.4	34.1	**Anchor Casualty**	29,616	99,036	49,516
371,659	225,803	175,504	60.8	47.2	**Angelus Indemnity**	—31,550	—267,513	828
3,523,061	2,392,410	993,557	67.9	28.2	**Associated Indem.**	144,224	288,915	1,201
.....	.....	191,556	....	....	**Atlantic Cas., N. J.**	—194	18,581	5,560
414,102	210,285	218,209	50.8	52.7	**Atlantic, Tex.**	—15,708	45,818	25,111
3,943,778	2,596,326	1,555,985	65.8	39.5	**Bankers Indemnity**	—210,733	593,395	292,442
2,734,617	2,648,912	920,412	70.9	24.7	**Bituminous Cas.**	142,214	256,637	332,599
1,346,189	763,245	613,568	56.7	45.6	**Buckeye Union Cas.**	—31,256	98,620	—26,222
57,861	36,904	33,061	63.8	57.1	**Canadian Indem.**	—12,104	7,990	5,423
2,354,847	1,635,865	906,983	69.5	38.5	**Car & General**	—121,431	235,905	56,332
3,634,349	2,212,045	1,297,333	60.9	35.7	**Central Sur. & Ins.**	131,709	104,763	169,886
5,975,802	3,587,452	2,442,996	60.0	40.9	**Century Indemnity**	—42,818	212,001	169,183
670,464	489,870	176,733	73.1	26.4	**Citizens Cas., N. Y.**	9,415	28,206	17,254
2,002,681	871,323	1,024,168	43.5	51.1	**Columbia Casualty**	128,970	305,386	393,104
6,139,665	3,432,388	2,695,968	55.9	43.9	**Commercial Casualty**	96,653	220,226	56,601
2,679,861	1,812,219	869,748	67.6	32.5	**Commercial Standard**	—10,054	69,031	121,477
365,797	204,969	145,176	56.0	39.7	**Connecticut Indem.**	17,214	57,231	74,325
522,608	252,163	155,301	....	....	**C. P. A. Co.**	115,211	117,258	10,702
140,087	95,267	25,690	48.3	18.2	**Consolidated Cas.**	19,130	7,168	—3,725
18,638,886	10,984,153	7,166,453	58.9	38.4	**Continental Cas.**	453,990	1,993,654	736,805
2,766,027	1,424,518	1,140,947	51.5	41.3	**Eagle Indemnity**	210,016	398,796	.....
313,470	156,346	146,184	49.9	46.6	**Economy Auto., Ill.**	10,405	19,356	25,000
251,116	215,625	26,538	85.9	10.6	**Emmco Ins. Co.**	8,953	5,062	24,737
1,769,027	1,039,301	654,103	58.8	37.0	**Employers Cas.**	142,690	60,270	111,304
280,610	155,017	86,738	55.2	30.9	**Employers, Ala.**	36	8,571	9,316
28,128,199	16,759,829	10,041,860	59.6	35.7	**Employers Liab.**	1,336,896	1,923,922	1,253,232
6,636,619	3,176,570	3,058,135	47.9	46.1	**Employers Reins.**	445,074	515,552	1,000,000
949,235	597,815	302,385	63.0	31.9	**Eureka Cas.**	45,334	83,492	50,000
9,258,611	3,926,523	4,731,279	42.4	51.1	**European Gen. Reins.**	600,883	1,162,265	1,000,000
2,075,022	1,836,600	793,300	88.5	38.2	**Excess Ins. of Amer.**	—544,371	351,441	—219,335
24,489,356	14,069,199	10,274,565	57.5	42.0	**Fidelity & Casualty**	24,888	5,011,775	4,925,810
10,576,710	3,488,528	5,934,306	33.0	56.1	**Fidelity & Deposit**	1,160,523	1,084,487	1,672,097
4,798,488	2,797,570	1,995,102	58.3	41.6	**Fireman's Fund Ind.**	9,907	402,554	412,461
422,787	285,695	267,401	67.6	63.2	**First Reinsurance**	—133,002	142,389	—28,047
557,421	278,128	224,029	49.9	40.2	**Freeport Motor Cas.**	55,284	38,435	17,291
17,623,996	9,838,394	5,764,608	55.8	32.7	**Gen. Acc., Fire & Life**	2,080,008	1,483,874	1,669,871
843,021	451,848	313,870	53.6	37.2	**General Cas., Wis.**	—20,583	61,900	41,317
2,292,705	1,261,883	946,554	55.0	41.3	**Gen. Cas. of Amer.**	77,843	152,904	220,477
5,132,418	1,963,997	2,539,770	38.3	49.5	**General Reins.**	609,482	1,403,497	2,309,805
6,489,595	3,480,165	2,906,639	53.6	44.8	**Glens Falls Indem.**	75,345	1,523,351	1,289,113
15,271,444	8,437,335	5,698,966	55.2	37.3	**Globe Indemnity**	1,174,836	1,117,989	.....
54,558	32,863	15,098	60.2	27.7	**Government Employees**	5,906	3,262	55,455
9,196,532	5,752,798	3,500,213	62.6	38.1	**Great Amer. Indem.**	—35,474	1,325,187	1,098,691
606,966	383,841	239,521	63.2	39.5	**Great Lakes Cas.**	6,505	44,847	.....
1,511,772	1,547,453	131,913	102.4	8.7	**Guar. & Indem., Md.**	—167,595	261,744	44,148
59,780	17,666	15,214	29.6	25.4	**Guar. & Indem., Del.**	26,900	16,127	8,027
349,475	44,182	225,802	12.6	64.6	**Guar. Co. of N. A.**	74,383	82,307	137,202
324,690	209,131	24,061	64.4	7.4	**Gulf Casualty**	91,497	13,989	3,085
34,343,198	18,198,897	13,137,939	53.0	38.3	**Hartford Acc. & Ind.**	3,020,010	2,757,518	4,000,000
423,362	312,767	136,679	73.9	32.3	**Hartford Live Stock**	—25,956	83,549	57,593
5,085,450	1,452,692	3,760,692	28.6	74.0	**Hartford St. B.**	—43,734	1,190,026	90,267
435,483	257,545	168,600	59.1	38.7	**Hawkeye Cas.**	10,757	27,166	.....
2,263,510	1,493,581	762,849	66.0	33.7	**Home Indemnity**	7,754	791,420	759,363
160,787	48,730	67,098	30.3	41.7	**Home, Hawaii**	58,826	137,737	129,285
9,671	3,714	6,821	38.4	70.5	**Home Plate Glass**	—856	5,208	59
919,601	507,537	425,676	55.2	46.3	**Hoosier Casualty**	—9,871	74,945	—28,408
22,425	15,705	—4,605	70.0	....	**Houston Fire & Cas.**	14,805	7,023	71,829
353,196	214,183	168,927	60.6	47.8	**Illinois Casualty**	—27,630	23,705	—3,925
450,767	242,251	214,574	53.7	47.6	**Illinois Natl. Cas.**	—4,368	30,353	13,403
11,639,305	6,519,876	4,914,617	56.0	42.2	**Ind. Ins. Co. of N. A.**	10,892	1,842,478	1,800,758
1,071	.....	782	....	73.0	**Indiana Bond. & Sur.**	289	.....	821
633,442	334,199	329,889	52.8	52.1	**Indiana Ins. Co.**	—29,531	42,454	—51,146
288,459	41,545	194,496	14.4	67.4	**Inland Bonding**	164	2,464	50,000
114,477	14,017	57,877	12.2	50.6	**International Fid.**	42,238	121,676	8,168
67,146	17,073	26,631	25.4	39.7	**Kansas Bankers Sur.**	23,442	8,425	6,407
1,673,725	980,988	521,564	59.1	31.2	**Keystone Auto. Club**	170,166	143,894	.....
7,584,753	4,210,078	3,000,483	55.5	39.6	**London Guar. & Acc.**	383,307	744,105	588,389
3,266,577	1,858,587	1,386,568	56.9	42.4	**Lon. & Lanc. Indem.**	11,387	129,404	141,169
163,693	65,390	51,520	63.1	49.7	**Maine Casualty**	—11,512	20,356	7,845
2,701,879	1,571,816	726,165	58.2	26.9	**Manufacturers Cas.**	392,065	518,699	108,813
24,920,426	13,933,627	9,800,890	55.9	39.3	**Maryland Cas.**	298,130	1,902,417	912,596
14,122,661	8,570,677	5,365,852	60.7	38.0	**Mass. Bond. & Ins.**	125,736	1,584,123	786,523
77,255	36,827	46,374	47.7	60.0	**Mass. Pl. Gl.**	—5,689	13,633	—2,449
1,056,659	666,472	391,246	63.1	37.0	**Medical Prot.**	—1,901	—40,562	1,631
25,996	.....	24,449	....	94.0	**Mellbank Surety**	1,547	3,748,204	3,349,956
531,691	270,967	211,105	51.0	39.7	**Mercer Casualty**	18,117	26,023	59,447
675,051	325,775	293,423	48.3	43.5	**Merchants Indem.**	53,490	224,520	279,526
4,752,556	2,419,993	2,248,563	50.9	47.3	**Metropolitan Cas.**	120,888	220,541	1,785,148
139,140	—2,763	86,944	....	62.5	**Michigan Sur.**	58,574	18,608	65,831
.....	.....	84,354	....	....	**Motor Cas. of Amer.**	—9,226	21,462	16,111
643,951	366,046	316,056	56.8	49.1	**Motor Vehicle Cas.**	—37,865	93,701	29,392
2,199,249	1,481,842	574,413	67.4	26.1	**National Auto.**	135,723	—8,895	40,196
2,636,537	1,372,034	1,196,503	51.6	45.0	**National Cas.**	76,106	181,102	250,000
9,175,959	3,191,620	4,973,932	34.8	54.2	**National Surety**	941,170	1,251,706	1,621,350
13,674,052	8,356,518	5,230,818	61.1	38.3	**New Amsterdam Cas.**	85,773	1,520,924	1,800,000
314,585	145,920	169,001	46.4	53.7	**New Century Cas.**	2,181	15,426	15,107
3,246,091	1,701,041	343,407	52.4	10.6	**N. J. Mfrs. Cas.**	1,205,132	344,764	340,845
2,354,663	1,272,219	1,070,266	54.0	45.5	**New York Cas.**	4,619	436,877	435,907
1,007,121	490,182	434,790	48.7	43.2	**Northwest Cas.**	.....	54,925	108,516
648,339	371,460	260,049	57.3	40.1	**Northwestern Natl.**	16,261	98,319	49,079
617,281	497,632	208,896	80.6	33.8	**Norwich Union Ind.**	—79,803	124,764	154,535
1,413,499	712,556	560,503	50.4	39.7	**Occidental Indem.**	152,836	159,110	206,946
9,429,900	5,109,675	3,953,276	54.2	41.9	**Ocean Acci. & Guar.**	411,792	934,157	873,380
4,525,396	2,049,153	2,029,148	45.3	44.8	**Ohio Casualty**	453,417	162,656	101,888
625,729	356,988	235,868	57.1	37.7	**Ohio Farmers Indem.**	35,292	68,003	101,295
259,011	139,274	118,069	53.8	45.6	**Oregon Auto.**	160,338	10,544	5,104
717,935	434,422	305,787	60.5	42.6	**Pacific Auto.**	—22,263	25,461	18,595
3,631,927	2,414,201	766,711	66.5	21.1	**Pacific Employers**	451,536	38,358	87,782
5,608,735	3,067,819	1,985,950	54.7	35.4	**Pacific Indemnity**	556,025	464,269	500,000
397,124	197,058	163,627	49.6	41.2	**Peerless Casualty**	35,647	69,064	65,856
330,680	213,688	122,531	64.6	37.1	**Pennsylvania Cas.**	—6,548	10,827	4,279
1,724,926	1,015,301	743,394	58.9	43.1	**Penna. Indem.**	—36,674	205,665	22,596
5,467,695	3,225,484	664,737	59.0	12.2	**Penna. Mfrs. Assn. Cas.**	1,619,631	721,374	500,000
3,409,216	1,896,923	1,358,379	55.6	39.8	**Phoenix Indem.**	143,519	270,814	354,333
25,627	14,906	12,691	58.2	49.5	**Pl. Gl. Ins. Corp.**	—1,918	13,820	11,972
3,862,102	2,241,981	1,565,850	58.1	40.5	**Preferred Accident**	50,892	977,862	534,567
641,770	384,689	286,600	59.9	44.7	**Preferred Auto.**	—20,551	32,193	1,182
308,450	148,976	137,269	48.3	44.5	**Protective Indem.**	22,862	141,157	41,237
1,321	770	1,645	58.3	124.5	**Prov. Acc. & Wh. Cr.**	—1,094	4,148	17,531
12,063,556	6,640,662	4,616,128	55.0	38.3	**Royal Indemnity**	828,380	1,432,707	.....
363,112	203,866	48,399	56.1	13.3	**Safety Casualty**	110,847	9,103	—5,049
4,060,331	1,888,738	1,769,900	46.5	43.6	**St. Paul-Mercury**	383,641	331,710	665,352
1,222,757	195,833	697,915	16.0	57.1	**Seaboard Surety**	4,563	490,970	487,385
566,549	374,223	175,548	66.1	31.0	**Selected Risks Ind.**	13,791	57,848	16,638
14,593,231	8,600,824	5,671,869	58.9	38.9	**Standard Acci.**	362,719	954,929	748,118
3,154,955	2,107,206	1,349,076	66.8	42.8	**Std. Sur. & Cas.**	—402,967	288,657	—114,310
178,637	78,829	105,958	44.1	59.3	**Suburban Auto.**	—5,275	9,409	4,134
3,360,292	2,307,082	1,072,166	68.7	31.9	**Sun Indemnity**	59,007	431,268	490,275
179,109	104,067	102,144	58.1	57.0	**Tennessee Auto.**	—35,012	56,585	34,576
386,318	242,403	32,917	62.7	8.5	**Texas Indemnity**	—75,769	61,201	—16,403
1,688,825	1,077,129	582,253	63.8	34.5	**Traders & General**	3,703	23,766	12,469
10,402,346	4,018,419	5,694,622	38.6	54.7	**Travelers Indem.**	700,388	1,612,354	624,140
57,259,283	33,473,068	20,286,046	58.5	35.4	**Travelers Ins.**	3,530,190	6,446,037	7,456,862
179,585	127,388	53,385	70.9	29.7	**Tri-State Cas.**	—2,021	9,619	7,389
2,917,719	1,540,411	1,357,506	52.8	46.5	**Trinity Universal**	8,872	317,336	327,808
580,628	333,474	272,167	57.4	46.9	**Union, Ind.**	—26,746	68,108	29,352
84,854	4,045	44,801	4.8	52.8	**Union Safe Dep. & Tr.**	37,011	—9,222	43,680
257,083	157,724	137,161	61.4	53.4	**United Auto.**	—35,105	17,172	—9,842
1,340,137	790,249	546,734	59.0	40.8	**United Pacific Cas.**	7,021	81,216	49,237
5,274,661	3,238,595	1,953,566	61.4	37.0	**U. S. Casualty**	92,436	781,343	1,300,000
32,405,419	18,456,572	12,299,340	57.0	38.0	**U. S. Fid. & Guar.**	941,869	2,517,734	55,754
4,844,827	1,969,170	2,144,442	40.6	44.3	**U. S. Guarantee**	760,506	1,365,048	415,179
27,544	11,688	18,257	42.4	66.3	**U. S. Plate Glass**	—2,401	24,102	11,701
341,818	266,710	119,863	78.0	35.1	**Universal Indem.**	—52,642	114,870	10,218
773,605	489,448	368,596	63.3	47.6	**Utilities Ins. Co.**	—76,162	62,564	.....
15,687	380	13,646	2.4	87.0	**Virginia Surety**	1,662	1,412	—884
903,830	415,202	475,239	45.9	52.6	**West American**	10,417	51,341	—25,742
2,948,356	2,010,818	1,085,040	68.2	36.8	**Western Cas. & Sur.**	—170,412	227,113	56,701
270,616	240,078	76,911	88.7	28.4	**Western Casualty**	—46,373	78,931	72,558
348,458	125,407	152,027	36.0	43.6	**Western Surety**	76,149	172,723	228,789
1,344,004	838,159	544,090	62.8	40.8	**Wolverine**	.....	.....	39,493
817,449	369,806	413,086	45.2	50.5	**Yorkshire Indem.**	49,940	255,633	244,110
12,528,273	7,662,386	1,394,855	61.2	11.1	**Zurich Gen. A. & L.**	415,342	1,649,570	2,000,000

Many Insurance People on Safety Council Program

A number of insurance people will take important parts in the annual convention of the Greater New York Safety Council to be held at the Astor hotel April 13-15. The meetings will have speakers from fire, life and casualty companies, who include:

A. A. Arnurius, supervising engineer Hartford Accident, "Common Causes of Accidents in Hotels"; G. W. Elliott, president National Fire Protection Association, "Fire Prevention and Its Relation to Business"; T. Z. Franklin, special hazard department manager Automobile of Hartford, fire hazard demonstration; H. E. Newell, assistant chief engineer National Board of Fire Underwriters, "Air Conditioning and Its Relation to the Fire and Life Hazard"; H. D. Sayer, Association of Casualty & Surety Executives, "Some Facts on Accident Costs"; Dr. A. D. Lazenby, chief surgeon Maryland Casualty, "What Is an Occupational Disease?"; W. M. Graff, safety education division director National Bureau of Casualty & Surety Underwriters, "Impact Test of Safety Belts"; D. L. Hartnett, senior engineer the Travelers, "Safety Belts for Construction and Maintenance."

Frank Bailey, president Auto Mutual Indemnity, taking negative of "Do Speed Control Devices Prevent Accidents?"; E. C. Jacobs, American Mutual Liability, "Accident Investigation and Analysis"; R. B. Shepard, electrical engineer Underwriters Laboratories, New York City, "Electrical Hazards"; William Ferguson, assistant superintendent engineering department the Travelers, "Boiler and Other Pressure Vessels"; R. C. Stratton, supervisory chemical engineer, the Travelers, "Supervision, Housekeeping and Maintenance in the Occupational Disease Program"; Dr. H. C. Marble, medical director American Mutual Liability, "Transportation of Fracture Cases," and W. G. Cole, safety director Metropolitan Life, "The Value of Cooperation."

Among presiding officers of the gatherings are Vice-president F. L. Jones, Equitable Life, chairman street and highway section No. 1; T. A. Fleming, conservation director National Board of Fire Underwriters, fire prevention; Mr. Graff, safety exchange Nos. 1 and 2; Dr. D. B. Armstrong, vice-president Metropolitan Life, occupational disease No. 2; and Mr. Graff will preside at the luncheon for engineers, at which D. L. Royer, chief engineer Ocean Accident and president American Society of Safety Engineers, will speak. The lunch is for the metropolitan chapter.

There will be a number of insurance exhibits.

Takes on Washington National

L. W. Rhodes, manager of the home office life department of the Interstate Life & Accident, Chattanooga, has taken representation of the Washington National's accident and health department. C. O. Gould, one of Interstate's leading producers for several years, will have direct charge of this business.

Casualty Net Premiums and Paid Losses in 1936 in MICHIGAN

	Total		Auto. Liab.		Other Liab.		Work Comp.		Fidelity-Surety		Plate Glass		Burglary-Theft		Prop. D. & Coll.	
	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $	Prems. $	Losses $
Aetna Cas.	1,366,966	384,608	188,981	70,361	145,007	5,776	650,444	175,649	191,756	86,699	20,180	7,180	73,636	5,307	85,415	30,913
Aetna Life	1,023,656	875,029	3,234	10,162	46,207	38,750	31,618	90,430	.....	.....	.....	.....	.....	.....	.....	.....
Allstate Ins. Co.	53,009	12,437	41,496	7,274	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	13,667	5,147
Amer. Auto.	722,842	247,223	532,450	178,716	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	190,393	68,567
Amer. Employers	150,639	63,801	19,977	4,466	21,822	1,125	51,744	40,024	21,068	10,562	2,823	1,165	13,147	1,486	9,340	2,049
Amer. Motorists	42,487	20,167	28,056	12,591	514	30	902	378	.....	.....	112	44	.....	.....	12,894	7,124
Amer. Mut. Liab.	1,014,084	392,241	9,945	2,346	43,166	2,079	953,673	385,279	.....	.....	56	20	14	.....	7,123	2,517
Amer. Reins.	86,990	.....	15,826	.....	8,870	.....	35,307	.....	24,814	.....	.....	.....	1,525	.....	419	.....
Amer. States	306,405	103,410	189,323	51,605	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	99,319	47,158
Amer. Surety	243,911	142,658	19,865	4,175	9,940	672	5,943	3,418	169,579	123,898	2,986	1,952	26,060	6,091	8,538	2,452
Auto. Mut. Indem.	32,362	5,965	22,173	1,138	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,189	4,827
Autoist Mutual	113,788	61,633	43,319	15,795	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	58,676	44,963
Auto. Owners	1,998,570	836,111	939,030	362,793	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	813,756	401,127
Associated Indem.	10,123	1,067	4,958	690	3,347	120	.....	.....	.....	.....	.....	.....	.....	.....	1,818	257
Bankers Indem., N. J.	34,671	42,814	9,890	12,743	1,156	303	16,530	9,735	50	18,067	3,112	402	49	274	3,788	665
Bldrs. & Mfrs. Mut.	177,927	168,428	82,059	108,175	2,535	.....	33,625	27,667	.....	.....	.....	.....	.....	.....	59,710	32,586
Car & General	6,242	8,243	4,433	1,062	227	.....	—121	5,352	.....	.....	.....	.....	—1	.....	1,704	1,829
Cas. Ind. Exch., Mo.	1,390	.....	.....	.....	1,390	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Cas. Recip. Ex. Mo.	70,787	23,867	29,416	7,823	2,068	64	27,052	12,269	.....	.....	.....	.....	.....	.....	12,251	3,710
Central Surety, Mo.	34,943	15,983	8,943	11,802	1,557	70	3,875	436	11,587	65	2,317	1,385	973	137	5,460	2,089
Century Indem.	65,316	34,680	16,706	4,681	7,977	505	18,743	7,303	7,669	18,869	939	434	5,156	476	6,427	2,221
Checker Mut. Auto.	132,319	48,425	75,267	23,825	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	49,132	23,971
Citizens Mut. Auto.	754,269	459,119	286,589	199,993	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	355,409	221,189
Columbia Cas.	161,629	21,991	23,357	968	20,343	1,738	36,810	9,495	12,464	643	1,594	757	9,085	2,533	15,129	964
Commercial Cas.	95,050	75,634	11,833	13,435	7,854	12,561	.....	11,171	6,525	10,115	4,283	1,285	8,397	3,272	4,334	2,912
Conn. Indemnity	7,789	2,421	5,484	1,719	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2,305	702
Cont. Casualty	803,292	363,875	166,794	80,871	38,285	7,737	180,822	63,246	64,349	35,991	9,681	4,907	30,555	4,075	77,407	37,382
Det. Au. Int. Ins. Ex.	3,029,943	1,303,848	1,364,487	508,278	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,262,367	708,723
Eagle Indem.	30,142	7,607	6,553	105	1,696	.....	3,847	4,134	3,978	391	1,103	646	1,574	19	2,834	1,037
Elec. Mut. Liab.	95,121	26,658	61,793	16,471	355	.....	8,747	4,277	.....	.....	.....	.....	.....	.....	24,226	5,810
Empire Mut.	37,271	.....	22,905	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	14,366	.....
Employers Liab.	591,274	306,270	79,971	42,798	69,616	19,774	315,388	191,235	21,568	10,891	8,685	4,360	37,933	15,068	37,443	13,373
Employers Mut. Ind.	84,202	31,893	22,494	18,069	20,660	176	.....	.....	.....	.....	41	534	73	.....	36,024	11,969
Employers Mut. Liab.	582,811	191,845	.....	.....	.....	.....	582,811	191,845	.....	.....	.....	.....	.....	.....	.....	.....
Employers Reins.	195,032	103,030	142,961	65,134	6,011	1,000	5,065	19,024	18,383	2,676	37	.....	3,110	22	4,562	6,845
Excess, N. J.	29,324	50,940	25,955	48,084	568	1,500	—603	509	3,746	47	.....	.....	111	19	—420	874
Factory Mut. Liab.	10,217	2,977	6,723	592	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	3,494	2,385
Fidelity & Cas.	707,851	453,431	72,629	51,778	71,188	12,960	166,499	115,719	229,852	230,882	20,336	8,115	47,430	5,083	37,749	12,594
Fidelity & Deposit	455,165	551,096	.....	.....	.....	.....	.....	.....	400,255	526,966	8,051	4,309	46,859	19,821	.....	.....
Fireman's Fund Ind.	48,585	19,853	14,803	4,671	1,899	178	15,582	8,649	3,911	4,017	1,257	411	2,344	59	6,696	1,771
First Reins.	14,297	753	5,163	.....	501	.....	.....	.....	.....	.....	.....	.....	1,024	.....	—91	.....
Frankenmuth M. Au.	176,759	71,800	69,871	18,320	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	85,653	50,865
Franklin Mutual, Ill.	40,928	3,873	26,787	1,696	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	14,029	1,446
Furniture Mutual	36,415	29,102	.....	.....	.....	.....	36,415	29,102	.....	.....	.....	.....	.....	.....	.....	.....
General Accident	1,155,711	547,230	291,176	148,533	65,008	11,305	557,796	302,156	.....	.....	26,630	11,932	71,638	18,735	126,904	47,573
General Reins.	150,025	67,218	67,091	17,964	15,037	30,000	9,104	2,848	37,163	2,579	27	.....	14,169	6,662	279	1,573
Glens Falls Indem.	184,272	74,770	31,806	17,117	33,531	8,304	46,470	12,432	11,675	13,845	15,974	7,419	28,575	10,838	14,060	4,195
Globe Indem.	247,964	151,645	68,116	44,955	33,470	15,989	49,060	31,793	37,581	40,692	2,522	939	12,059	1,404	29,947	12,149
Great Amer. Indem.	101,806	38,019	24,831	9,182	8,999	5,141	28,719	11,430	9,939	4,469	4,579	1,465	8,769	765	10,287	3,853
Great Lakes Cas.	98,762	28,378	39,239	13,017	14,112	1,295	.....	.....	.....	.....	8,000	2,891	1,417	80	35,894	11,094
Guar. of N. Amer.	17,279	2,485	.....	.....	.....	.....	.....	.....	17,279	2,485	.....	.....	.....	.....	.....	.....
Hdwe. Mut. Cas.	322,141	142,983	103,133	42,107	10,674	5,281	122,116	55,490	.....	.....	11,503	4,680	9,166	1,899	65,499	33,526
Hartford Accident	871,588	309,412	263,258	83,706	73,614	6,692	214,598	112,138	123,918	56,751	10,075	3,861	44,584	12,030	115,595	29,495
Home Indem.	27,125	8,964	18,522	5,518	63	.....	.....	876	254	—678	26	52	1,063	.....	7,097	3,157
Indem. of No. Amer.	250,042	98,621	56,592	28,924	46,313	9,122	26,605	11,437	32,778	24,771	17,086	8,164	29,615	7,708	34,473	7,282
Inland Bonding	42,416	.....	.....	.....	.....	.....	.....	.....	42,416	.....	.....	.....	.....	.....	.....	.....
International Fidelity	1,240	138	.....	.....	.....	.....	.....	.....	1,240	138	.....	.....	.....	.....	.....	.....
Liberty Mut., Mass.	480,716	171,920	27,104	15,964	25,176	1,026	413,423	147,476	.....	.....	221	37	3,293	1,195	11,358	6,125
Lincoln Mut. Cas.	227,225	51,424	.....	27,869	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
London & Lancashire	57,371	34,161	11,815	3,685	3,915	555	16,906	10,644	6,643	12,865	1,584	804	6,096	699	4,961	1,885
London Guar.	223,073	105,214	47,692	28,560	19,809	9,161	89,150	45,589	497	—56	2,654	764	14,715	1,627	21,136	10,285
Lbr. Mut. Cas., Ill.	398,623	166,714	68,007	31,338	23,899	1,503	247,267	113,831	.....	.....	9,797	4,166	8,745	1,990	33,373	13,823
Mfrs. Cas., Pa.	36,176	8,068	24,500	5,192	13	.....	386	.....	.....	.....	.....	.....	.....	.....	11,253	2,876
Maryland Cas.	800,260	430,103	90,275	40,300	49,257	8,875	290,789	142,209	177,270	168,013	19,144	7,037	74,851	15,158	44,541	26,009
Mass. Bonding	342,909	176,992	28,600	25,253	30,883	4,977	30,555	19,068	53,884	50,574	28,033	11,307	17,097	4,021	11,768	4,654
Medical Prot.	75,552	33,244	.....	.....	75,552	33,244	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Metals Mut., Mich.	37,191	11,165	.....	.....	.....	.....	37,191	11,165	.....	.....	.....	.....	.....	.....	.....	.....
Metropolitan Cas.	66,007	14,891	13,293	6,112	7,343	105	—30	744	12,774	—1,751	10,721	3,918	7,538	1,348	4,833	1,708
Mich. Mut. Auto.	133,693	34,686	56,032	9,743	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	66,764	23,843
Mich. Mut. Liab.	4,388,632	2,093,347	775,163	304,551	92,992	13,147	2,698,709	1,285,331	.....	.....	1,714	1,474	.....	.....	672,394	344,003
Michigan Surety	122,315	8,054	.....	.....	.....	.....	.....	.....	122,315	8,054	.....	.....	.....	.....	.....	.....
National Casualty	196,701	109,872	17,427	19,375	2,801	152	13,710	3,718	10,045	4,315	1,389	681	1,525	478	7,788	3,944
Natl. Auto. Owners	27,239	13,523	11,831	2,603	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	10,093	6,720
National Surety	255,886	22,739	.....	.....	.....	.....	.....	.....	180,918	14,064	8,022	4,325	66,946	4,442	.....	.....
New Amsterdam	318,525	195,813	57,597	25,279	23,099	—1,374	110,226	47,640	50,649	99,685	10,201	4,483	27,397	5,832	26,535	11,871
New Century, Ill.	14,403	10,880	.....	.....	.....	.....	.....	.....	.....	.....	14,403	10,880	.....	.....	.....	.....
New York Cas.	40,860	13,391	9,797	3,349	904	2	73	2,905	18,325	3,960	2,459	1,092	5,206	800	4,097	1,283
Norwich Union	317	9	110	.....	.....	.....	24	.....	.....	.....	6	.....	41	.....	75	9
Ocean Accident	181,385	111,688	35,259	43,845	10,859	431	82,813	47,893	9,208	4,187	1,698	1,545	11,455	1,461	11,949	7,077
Ohio Casualty	305,804	110,138	183,104	78,268	6,497	196	.....	.....	20,206	.....	9,888	2,938	7,612	408	75,853	27,476
Phoenix Indem.	39,107	18,242	14,192	4,106	2,838	1,636	9,073	8,031	.....	.....	1,649	1,986	2,343	497	5,780	1,467
Preferred Acci.	80,517	59,082	26,223	16,472	143	.....	.....	.....	3,093	17,025	913	608	4,112	819	8,990	3,199
Preferred Auto.	550,115	217,699	253,051	103,833	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	225,393	99,717
Professional Und.	29,820	7,498	.....	.....	29,820	7,498	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Protective Indem.	724	.....	8	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2	.....
Royal Indemnity	702,993	308,835	184,714	91,503	111,275	28,294	216,924	100,982	39,230	21,065	8,567	4,120	37,486	9,448	62,324	43,558
St. Paul Merc. Indem.	310,494	75,973	82,927	38,891	29,604	1,079	32,032	13,755	106,101	6,489	8,777	3,695	11,726	386	39,173	11,678
Seaboard Surety	225,108	3,403	.....	.....	.....	.....	.....	.....	225,108	3,403	.....	.....	.....	.....	.....	.....
Security Mut. Cas.	34,712	7,810	10,979	1,550	3,950	.....	18,176	6,221	.....	.....	.....	.....	3	.....	1,786	39
Shelby M. Pl. Gl. & C.	57,854	30,584	15,106	6,411	897	929	.....	.....	.....	.....	34,747	20,949	.....	.....	7,104	2,294
Standard Acci.	1,120,909	528,804	104,326	67,467	86,205	15,910	423,185	200,235	299,221	177,461	32,250	9,391	61,242	16,893	74,235	19,136
Stand. Sur. & Cas.	2,838	3,334	265	685	91	.....	1,023	3,204	1,236	—578	50	.....	119	.....	79	22
State Au. Mut., Ohio	52,814	25,882	25,431	9,197	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	23,152	15,656
State Farm Mut., Ill.	692,847	292,558	333,609	130,872	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	319,047	155,410
Sun Indem.	33,949	44,094	11,514	21,951	1,458	735	4,587	5,392	4,261	11,438	1,920	938	2,204	378	6,853	3,235
Travelers	2,265,945	1,062,967	423,827	115,292	148,706	16,246	984,103	439,303	.....	.....	.....	.....	.....	.....	.....	.....
Travelers Indem.	362,971	107,242	22	.....	15,265	1,134	.....	.....	.....	.....	29,921	15,136	95,364	20,074	173,541	60,831
United Auto., Mich.	270,784	167,708	133,142	116,337	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	110,144	31,282
U. S. Casualty	39,269	26,916	4,227	1,145	2,095	1,630	17,424	9,469	1,875	15,420	41	311	1,443	.....	1,673	801
U. S. F. & Guar.	727,358	310,121	84,223	76,408	96,536	21,058	80,003	80,631	301,170	72,256	30,979	16,988	77,516	14,505	36,042	16,519
U. S. Guar.	105,384	10,509	18,060	3,954	.....	.....	.....	.....	78,893	1,993	.....	.....	1,418	707	7,012	3,855
Utica Mutual	730	.....	340	.....	17	.....	243	.....	.....	.....	.....	.....	.....	.....	131	.....
Western Casualty, Ill.	2,775	5,058	.....	.....	.....	.....	2,775	5,058	.....	.....	.....	.....	.....	.....	.....	.....
Western Cas. & Sur.	284,627	136,551	110,526	65,369	14,203	3,359	62,870	29,618	15,009	—1,121	15,476	9,195	13,204	5,638	52,781	24,379
Wolverine	983,484	455,063	396,817	178,784	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	477,205	254,296
Wolverine Mut. Mot.	147,435	67,289	62,170	21,794	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	69,580	40,145
Yorshire Indem.	44,414	22,066	17,284	11,542	5,461	488	.....	.....	.....	.....	7,178	2,418	6,187	3,121	8,304	4,498
Zurich	633,263	237,119	138,641	72,104	103,277	18,307	251,388	101,218	.....	.....	16,646	6,176	31,002	6,006	63,199	24,725
Total, 1936	43,317,029	19,843,325	9,575,590	4,203,181	1,870,421	391,160	10,370,244	4,828,276	3,243,918	1,914,592	496,124	226,797	1,100,495	241,794	6,665,883	3,194,220
Total, 1935	37,457,799	15,998,173	6,818,696	2,873,077	1,562,435	267,928	8,271,902	4,223,861	3,188,281	611,258	420,458	166,828	1,149,675	244,425	4,264,776	1,754,641

*Total of all casualty business including companies listed below. Company totals shown above include classes shown in groups below and fire, theft, etc., premiums of full cover writers.

Motor Indemnity figures not included in this table and '35 totals revised by eliminating its writings since it insures fire, theft, and collision almost exclusively. In table published last year, there was error in the figure for total premiums. That is corrected in this table.

Companies Writing Other Classes of Casualty Business in MICHIGAN

ACCIDENT AND HEALTH

	Prems.	Losses
Aetna Cas.	$ 198	.....
Aetna Life	942,595	$ 735,687
Amer. Employ.	2,167	2,303
Amer. Motorists	10	.....
Amer. Reins.	72	.....
Ann Arbor R. R. E. M.	6,057	6,192
Bankers Indem.	95	.....
Ben. Ry. Employ.	145,764	79,754
Bus. Men's Assur.	44,790	19,869
Central Health	5,284	1,693

(CONTINUED ON NEXT PAGE)

(CONT'D FROM PRECEDING PAGE)

	Prems.	Losses
Central Surety, Mo.	231	.....
Century Indem.	1,697	190
Columbia Cas.	1,635	316
Columbian Natl. Life	5,362	2,093
Columbus Mut. Life	100	.....
Commercial Cas.	51,738	21,752
Conn. General	44,160	12,550
Cont. Assur.	12,454	4,985
Cont. Cas.	232,956	129,289
Eagle Indem.	4,333	789
Employ. Liab.	7,227	4,441
Employ. Reins.	7,256	8,344
Equit. Life, N. Y.	36,280	32,417
Excess	3	.....
Federal L. & C.	68,585	22,847
Federal Life, Ill.	169,381	95,577
Fidelity & Cas.	30,205	13,136
Fidelity H. & A.	136,143	55,027
Fireman's Fund Indem.	2,093	98
First Reinsurance	7,699	753
Franklin Mutual, Ill.	17	.....
General Accident	13,486	6,121
General American Life	244,581	172,510
General Reinsurance	9,114	5,592
Glens Falls Indem.	2,181	618
Globe Indem.	8,749	2,724
Great Amer. Indem.	5,683	1,715
Great Northern Life	338,420	152,020
Great Western, Ia.	16,084	6,027
Hartford Acci.	25,308	4,364
Hoosier Cas.	75,447	25,787
Ill. Mut. Cas.	466	111
Income Guar.	101,570	38,783
Indem. N. Amer.	5,007	746
Inter-Ocean Cas.	56,315	25,580
Inter-State Bus. Men's	25,380	12,624
John Hancock Mut. Life	58,596	33,510
Liberty Mut. Ins.	141	46
London Guar.	4,591	7,286
London & Lancashire	5,452	3,024
Loyal Protective	92,312	43,770
Lumber Mut. Cas.	890	62
Maryland Cas.	20,569	14,099
Mass. Acci.	47,373	41,617
Mass. Bonding	142,086	57,138
Mass. Indem.	34,243	5,623
Mass. Protective	282,567	158,082
Metropolitan Cas.	9,129	2,261
Metropolitan Life	1,134,327	611,383
Michigan Cas.	10,974	4,940
Michigan Life	342,894	241,689
Michigan Mut. Liab.	162,593	104,840
Monarch Life	135,237	74,453
Mut. Benefit H. & A.	325,122	127,043
National A. & H.	12,107	4,917
National Cas.	142,016	77,209
National L. & A.	131,702	39,450
New Amsterdam	2,821	2,397
North American Acci.	58,159	19,974
Ocean Acci.	8,320	4,057
Ohio Cas.	1,049	106
Ohio State Life	24,858	9,558
Old Line, Wis.	3,471	1,869
Pacific Mut. Life	54,129	42,389
Paul Revere Life	58,118	25,148
Peerless Cas.	3,910	1,230
Phoenix Ind. Co.	3,378	520
Preferred Acci.	37,045	20,960
Protective Indem.	714	.....
Provident L. & A.	149,239	51,650
Prudential	168,103	73,464
Reliance Life	16,846	4,435
Royal Ind. Co.	22,630	5,499
St. Paul Mercury Ind.	153	.....
Standard Acci.	38,394	21,969
State Farm Life	6,544	2,718
Sun Indem.	1,150	28
Time Ins. Co.	43,928	19,325
Title Guar. & Cas.	23,064	8,304
Travelers	707,309	492,125
United Ben. Life	2,397	621
U. S. Casualty	10,574	—1,860
U. S. F. & G.	20,399	11,144
Wash. Natl.	304,326	141,490
Wisconsin Natl. Life	26,297	8,500
Woodmen Acci.	44,678	26,180
Zurich	29,110	8,585
Total, 1936	$7,862,432	$4,359,251
Total, 1935	7,112,331	3,987,762

STEAM BOILER

	Prems.	Losses
Amer. Employ.	8,364	611
Amer. Reins.	158	.....
Columbia Cas.	5,797	324
Continental Cas.	2,445	375
Eagle Indem.	2,520	87
Employers Liab.	10,034	1,624
Excess	—36	.....
Fidelity & Cas.	24,868	3,147
General Acci.	3,074	875
General Reins.	630	.....
Globe Indem.	2,516	202
Hartford S. B.	135,407	16,716
London Guar.	3,925	975
Lumbermen's Mut.	5,647	.....
Maryland Cas.	16,360	233
Mutual Boiler	6,227	.....
Ocean Acci.	5,418	1,603
Phoenix Ind. Co.	—146	.....
Royal Indem.	5,787	3,567
Security Mut. Cas.	42	.....
Standard Acci.	1,851	342
Travelers Indem.	43,649	8,793
Total, 1936	$ 284,537	$ 39,474
Total, 1935	228,701	25,051

ENGINE AND MACHINERY

	Prems.	Losses
Aetna Cas.	$ 1,073	$ 351
Amer. Employ.	185	.....
Columbia Cas.	35,394	4,254
Eagle Indem.	1,705	399
Employers Liab.	3,410	2,707
Fidelity & Cas.	6,865	11
General Reins.	—2,590	.....
Globe Indem.	3,945	799
Hartford S. B.	67,872	21,823
London Guar.	1,533	72
Lumbermen's Mut.	998	.....
Maryland Cas.	11,311	4,853
Mutual Boiler	4,601	666
Ocean Acci.	4,406	4,420
Royal Indem.	14,046	799
Security Mut. Cas.	—233	.....
Travelers Indem.	5,210	1,274
Total, 1936	$ 159,731	$ 42,428
Total, 1935	135,853	47,802

LIVE STOCK

	Prems.	Losses
Hartford Acci. & Indem.	$ 639	$ 375
Hartford L. S.	20,670	14,551
Total, 1936	$ 21,309	$ 14,926
Total, 1935	20,037	30,377

CREDIT

	Prems.	Losses
Amer. Credit Indem.	$ 71,841	$ 2,689
Employers Reins.	7,649	—15
London Guar.	17,547	951
National Surety	.....	—92
Ocean Acci.	.....	—4,833
Total, 1936	$ 97,037	—$ 1,300
Total, 1935	76,845	584

SPRINKLER LEAKAGE AND WATER DAMAGE

	Prems.	Losses
Aetna Cas.	$ 10,275	$ 2,374
Indem. No. Amer.	1,572	468
Maryland Cas.	5,893	3,315
Metropolitan Cas.	406	444
U. S. F. & G.	489	611
Total, 1936	$ 18,635	$ 7,212
Total, 1935	15,363	3,432

English Insure Their Bees

Bee Diseases Insurance Society has been formed in England by the County Bee Keepers Association to insure against loss of bees by the disease known as "foul brood." The premium will be one penny per colony of bees.

FIDELITY AND SURETY NEWS

Nebraska Fund Ruling Stands

State Supreme Court Refuses to Modify Its Opinion Holding Measure Unconstitutional

LINCOLN, March 31.—The state supreme court has refused to withdraw any portion of its opinion holding the state monopoly bonding act unconstitutional, and has ordered a mandate to issue, enforcing the order to enjoin the governor and other members of the commission created by the act from proceeding to operate under it.

The state's special counsel, in arguing the motion for rehearing, said that they thought it futile to ask the court to reexamine its decision, but did desire that it withdraw certain language, claimed to be unnecessary to the decision, which operated to deprive the legislature of an opportunity to act farther in the matter.

The particular language to which exception was taken was to the effect that only a bond with sureties as they have heretofore been recognized meets constitutional and statutory requirements. It was argued that the constitution merely calls for a bond; that the bond is complete when signed by the state fund as obligor, and that the legislature had sole power to withdraw the permission granted to surety companies to act as sureties on official bonds and substitute any other surety—in this case the state—it deemed acceptable.

Governor Cochran has announced that he will introduce another state bonding bill in the legislature within a few days, but declined to indicate what form it would take. The work of drafting the bill is being done by the special counsel who represented him in the litigation. The original bill had a difficult time passing despite a Democratic majority and now with the party representation even in the legislature, the new bill is expected to have a difficult time.

N. Y. Bond Rates Cut

Certain reductions in rates for probate bonds and for public official bonds on treasurers and tax collectors in New York state have been put into effect. On probate bond amounts over $2,000, the rates are reduced 20 percent. Su-

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Accident and Health Week
April 26-30

BANKERS INDEMNITY
INSURANCE COMPANY
Newark, New Jersey

Casualty Affiliate of The American Group

perintendent Pink put out a statement estimating that this reduction will save the public $300,000 a year.

The public official bonds in question have also been reduced 20 percent and Mr. Pink estimates this will save the state $43,000 a year.

The superintendent announces that reductions in rates for other classes of fidelity, surety and forgery bonds will be announced later.

Ohio Fiduciary Bond Ruling

The surety committee of the Ohio Association of Insurance Agents has received this ruling on fiduciary bonds from the Towner Rating Bureau: "The rate of $2.50 per $1,000 per annum on the penalty of the bond in Ohio only applies 'where the bond is double the amount of the estate.' This does not mean double the amount of the assets of the estate in the hands of the fiduciary but rather double the entire assets of the estate, whether or not impounded."

San Antonio Case Dismissed

SAN ANTONIO, TEX., March 31.—A suit to enjoin the National Indemnity Underwriters from bonding any San Antonio taxicabs was dismissed after attorneys argued a plea of jurisdiction. Judge Finch upheld the contention of the defense that Lem Shelton, in whose behalf the suit was brought, was not a proper person to bring the suit and that to enjoin insurance companies, suit must originate with the attorney general.

Battle Creek Compromise

Battle Creek, Mich., has compromised its bond claim of $49,000 against the Continental Casualty for $42,500 in cash. The company had bonded J. A. Murray, Detroit real estate man, guaranteeing installation of improvements in a subdivision. The work was not completed. W. A. Ewart, city attorney, accepted the compromise.

Burglar Steals Guns from U. S. F. & G. Burglary Exhibit

The branch office of the United States Fidelity & Guaranty at Little Rock has become an unusual object lesson as to the necessity of burglary insurance. For several weeks the branch, which is in charge of Thomas T. Wilson, has had a window display to develop the sale of residence burglary insurance. Late one night recently, one of the employes discovered that a back window had been broken into and four of the pistols taken from the display.

The management took advantage of its loss to get out a bulletin, reciting the experience and using it as a further argument for burglary insurance.

"Believe it or not!" the bulletin reads. "This burglary advertisement was burglarized. Someone broke through a back window and took four pistols from this display. Can you beat it? We did not know how good our display was until we fished for a customer and caught a burglar. Our burglary insurance advertisement was so attractive that a burglar made use of it and took the guns. Is this not an argument for burglary insurance whether residence, office or store?"

Ohio Association's Meetings

John H. Parks, Cleveland manager of the Royal Indemnity, will be the speaker at the meeting of the Ohio Association of Casualty & Surety Managers in Columbus April 6. He was the first president of the association. At an open meeting May 4 in Columbus, E. C. Lunt, vice-president Great American Indemnity, New York, will speak. Many agents from over the state are expected to attend that meeting.

G. A. Poteet, general agent of the Builders & Manufacturers Mutual Casualty at Indianapolis, has moved to larger quarters in the Merchants Bank building.

ACCIDENT AND HEALTH

Leaders in Accident-Health

Companies Writing Over $1,000,000 in Premiums on That Line Last Year Are Listed

Stock casualty companies wrote $135,497,057 in accident and health premiums in 1936, an increase of 3 percent over 1935. Mutual accident and health companies' premiums increased 14.5 percent to $37,152,784 total. These figures were taken from the 1937 Argus Casualty Chart published by THE NATIONAL UNDERWRITER.

Companies writing over $1,000,000 in accident and health premiums include:

	Net Prems. Written	Net Losses Paid
Metropolitan Life	$17,420,402	$8,982,907
Travelers	14,822,528	6,945,009
Mut. Ben. H. & A.	8,854,970	4,483,935
Aetna Life	7,855,013	3,606,152
Mass. Protective	6,779,001	3,797,825
National L. & A.	5,641,028	2,494,878
Continental Cas.	5,555,640	2,918,412
Washington Natl.	4,990,068	2,083,573
Provident L. & A.	4,955,070	2,546,387
Equit. Life, N. Y.	3,846,694	2,997,983
Coml. Tr. Mut. Acc.	3,586,171	2,343,633
No. American Acci.	3,387,463	1,160,787
Industrial L. & H.	2,842,216	1,089,894
Ben. As. R. R. Em.	2,822,964	1,597,948
Commercial Cas.	2,596,651	1,173,527
Monarch Life	2,488,710	1,206,966
Pacific Mut. Life	*2,111,728	*2,043,340
Prudential	2,074,856	1,102,116
Conn. Genl. Life	2,068,898	999,294
National Casualty	2,061,479	910,506
Mass. Bonding	1,919,429	795,177
Bus. Men's Assur.	1,818,865	1,027,974
Life & Casualty	1,624,485	637,217
Home Beneficial	1,591,624	602,832
Great Northern Life	1,575,071	698,308
Federal Life	1,552,626	973,606
Fidelity & Cas.	1,396,860	799,666
Assoc. H. Ser., N. Y.	1,378,658	552,082
Inter-Ocean Cas.	1,305,481	631,411
Ill. Coml. Men's	1,297,185	942,753
Mass. Accident	1,268,019	754,638
Maryland Cas.	1,247,446	542,314
Loyal Protective	1,210,276	572,465
European Gen. Re.	1,208,979	806,378
Home Friendly	‡1,136,157	157,650
Hartford Accident	1,079,193	360,904
United Com. Trav.	1,077,035	730,035
U. S. F. & G.	1,012,600	479,883

Life element is included in industrial business.
*July 22-Dec. 31, 1936, figures.
‡Includes life—not segregated.

A. & H. Week Broadcasts in Philadelphia Are Arranged

PHILADELPHIA, March 31.—Philadelphia's observance of National Accident & Health Insurance Week will find the radio playing an important part.

Two of Philadelphia's largest stations—WFIL and KYW—have volunteered to donate time to the Accident & Health Club of Philadelphia for special broadcasts that week. Station WFIL has cooperated with insurance interests for several years and has broadcast every Accident & Health Week luncheon that Philadelphia has staged. Comsioner Hunt will make one of the radio talks on the necessity of carrying accident and health insurance.

E. J. Lynch, General Accident, opened the club's series of educational lectures with a detailed and comprehensive address on the history and economics of accident and health insurance, giving especial attention to the Railway Passengers of London, pioneer in that field, and the early developments in this country. Second in the series will be the discussion of policy forms by W. G. Payne, Employers Liability, tomorrow afternoon.

Disability Year Book Reviewed

At this week's meeting of the Chicago Accident & Health Association Frank A. Post, editor of The Accident & Health Review, published by THE NATIONAL UNDERWRITER, reviewed the 1937 Disability Year Book, being issued this week, which covers all phases of accident and health insurance from the standpoint of both agent and manager, and told of the preparation of material for this publication.

Further details of the plans for National Accident & Health Week were presented, with especial reference to the breakfast to be held April 27. A special meeting of the association will be held April 20 to stir up additional enthusiasm for the breakfast and the observance of Accident & Health Week.

Vice-president A. D. Anderson, Continental Casualty, presided in the absence of President C. H. Davis, Pacific Mutual Life, and appointed a nominating committee to bring in a slate of officers for the coming year. The regular date for the annual meeting is the last Tuesday in April, but as that falls in Accident & Health Week and as the preceding week is also to be devoted to that topic, the annual meeting and election probably will be held the first week in May.

Vision Impairment Annuity

The Great Northern Life gets out a "vision impairment annuity." It is noncancellable and pays income for life in case of 90 percent loss of vision. It is sold for single premium, which may be paid over a period of 21 months. The company reserves the right to tender medical service and attention. It is written in units of $25 monthly income up to $200 a month. On the $100 a month basis, from ages 5 to 30 inclusive, the premium is $100; from 31 to 50, $125; from 51 to 65, $150. The contract is sold to men and women at the same rates.

List Detroit Congress Speakers

DETROIT, March 31.—Speakers for the sales congress of the Detroit Accident & Health Association just prior to the National Accident and Health Week will include W. E. White, vice-president Continental Assurance; C. O. Pauley, secretary Great Northern Life; Thomas Hook, superintendent accident and health department Standard Accident, and Commissioner Gauss of Michigan. There will also be five-minute sales talks by a group of local men. Fred Grainger, agency director Federal Life & Casualty, is chairman of the congress committee.

Plan New York "Pep Breakfast"

NEW YORK, March 31.—The New York Accident & Health Week committee has announced its plans for the "pep breakfast" April 27 at the Roger Smith Broodmoor, 40 East 41st street, for agents and brokers. The breakfast, including the sales agenda and special Accident & Health Week application forms, will cost 60 cents per person. Tickets may be secured from any of the metropolitan accident and health departments after April 5.

The committee has arranged for wide advertising in the metropolitan area, and will distribute buttons, gummed stickers, miniature posters and automatic pencils at the breakfast.

L'Estrange Speaks in Milwaukee

G. A. L'Estrange, accident and health manager Wisconsin National Life, addressed the March meeting of the Milwaukee Accident & Health Association. The group discussed plans for observance of Accident & Health Week and arrangements for the National Accident & Health Association convention in Milwaukee in June. The meeting was under auspices of the National Casualty and Wisconsin National Life.

Miller Succeeds Amos

Ed Miller, well known casualty man and for nearly 20 years superintendent of the casualty department of the Globe Indemnity in San Francisco, has been appointed agency manager for the Massachusetts Bonding accident and health department there. He succeeds E. W. Amos, who resigned to become manager of the new accident and health department of the California-Western States Life.

Slayton Heads Rochester Group

The Rochester (N. Y.) Accident & Health Underwriters Association has organized for the new association year with A. E. Slayton, Massachusetts Bonding, president; A. J. Hanratty, Massachusetts Bonding, vice-president; Christine Mabry, National Casualty, treasurer, and Ora M. Sixbey, General Accident, secretary.

Move Chicago Offices

Offices of the Massachusetts Indemnity in Chicago will be moved April 15 from the Board of Trade building to the Conway building. W. W. Pierce is general agent.

PERSONALS

Robert E. Kenyon, Sr., president Chicago Lloyds, is spending several weeks in Europe. He left two weeks ago and will return April 25, after conferring briefly with insurance people in New York.

Since his retirement as assistant United States manager of the Car & General last October, **R. E. Stevens** has been in the local agency business in Newark. Prior to his association with the Car & General in 1918, Mr. Stevens traveled the New England field for several fire companies, thereby gaining a well rounded knowledge of insurance generally.

Roger Billings, president Massachusetts Indemnity, spent the Easter holidays on a cruise to Bermuda, accompanied by Mrs. Billings. They sailed on the "St. John." Going with them were Mr. and Mrs. **W. W. Pierce** and their baby. Mr. Pierce, Chicago general agent, is visiting the home office in Boston.

H. A. Behrens, chairman of the board of the Continental Casualty and president of the Continental Assurance of Chicago, is arriving home next week after several weeks sojourn at his home in Belvidere Island in San Francisco Bay. M. P. Cornelius, president of the Continental Casualty, has been spending a couple of weeks at Hot Springs, Ark., and he has returned.

A new book of importance, **"The Adjustment of Automobile Accident Claims"** by Attorney S. W. McCart, 923 Fifteenth street, N. W., Washington, D. C., is off the press. Mr. McCart has had practical experience in investigation and adjusting automobile losses. The book attempts to indicate all the steps which may be taken and consideration which may be given to a claim. There are 228 pages. It is a practical work giving suggestions to adjusters as to what and how under various situations. The author declares that it is not a law book in any sense but one of its functions is to give the explanations necessary in order that the text book may be used intelligently. It confines itself to the every day work of the adjuster.

C. W. Hobbs, special representative of the National Association of Insurance Commissioners on the National Council on Compensation Insurance in New York City, and Mrs. Hobbs have issued invitations from their home in Bronxville, N. Y., to the marriage of their daughter, Marion Elizabeth, to Dr. H. H. Smith on the afternoon of April 16 at 4:30 o'clock in the Reformed Church of that suburb. There will be a reception following the ceremony at the Bronxville Women's Club. Mr. Hobbs was formerly insurance commissioner of Massachusetts.

CHANGES IN CASUALTY FIELD

Illinois Farm Bureau Setup

Mieher Sales Head, Reeder Home Office Manager of Three Insurers Following Williams' Resignation

In consequence of the resignation of L. A. Williams as general manager of the Country Life of Chicago and as sales director of the other two Illinois Farm Bureau insurance companies (Illinois Agricultural Mutual and Farmers Mutual Reinsurance) a new setup has been effected at the head office.

Dave Mieher, heretofore field man with headquarters in Bloomington, Ill., has been appointed sales manager at the head office of the Country Life and director of Insurance Service, which handles the acquisition of business for Illinois Agricultural Mutual (the automobile company) and Farmers Mutual Reinsurance (the fire company).

Reeder Still Actuary

H. C. Reeder, actuary of the three companies, becomes home office manager. He continues as actuary. As a matter of fact, Mr. Reeder will function about as he has in the past. Although Mr. Williams had the title of general manager, his attention was almost exclusively devoted to the sales end and Mr. Reeder looked after the inside affairs. Mr. Reeder is one of the important actuaries in Chicago. He has been with the Country Life since 1933, previously having been connected with the Royal Union Life.

Mr. Mieher started with the Country Life when that company was launched about eight years ago. He took a general agency in Macoupin County, Ill. In April, 1931, he was made a field man. For a time he traveled the entire state, but when the territory was divided, he took over the central Illinois district.

Peterson Seattle Manager for Accident & Casualty

The Accident & Casualty has appointed Verne Peterson, formerly special agent at Seattle for Groninger & Co., as branch manager for Washington and Oregon with headquarters at Seattle. The appointment was made by C. A. Barkie, United States branch secretary, who was on a coast tour with U. S. Manager Neal Bassett. Offices will be established in the Exchange building.

Mr. Peterson is a popular Pacific Northwest field man, having specialized in the casualty branch with Groninger & Co., general agents for several leading casualty companies in the Northwest.

At Portland, Malcolm Gilbert has been named general agent.

Rice Made Boston Manager

Thomas F. Rice, assistant manager of the Boston office of the Hartford Steam Boiler, has been promoted to manager to succeed A. P. Graham, who died recently. Born in Hartford, Mr. Rice joined the Hartford Steam Boiler when he left school, in the home office. Some 18 years ago he was transferred to Boston as special agent and traveled eastern Massachusetts and New Hampshire until he was made assistant manager. The office has charge of Maine, New Hampshire, Rhode Island and eastern Massachusetts. Mr. Rice's father was also a Hartford Steam Boiler man and he has five brothers and one sister in the insurance business.

H. S. Irwin with U. S. F. & G.

H. S. Irwin has been appointed supervising engineer of the accident prevention department at New York for the U. S. F. & G. He has had 10 years' safety engineering experience.

Moves Kansas City Office

Hartford Accident & Indemnity Takes New Quarters in Fidelity Building; Holds "Open House"

The Hartford Accident opened its new branch office in the Fidelity building, Kansas City, Mo., this week. The new quarters will house all departments. Territory serviced will include western Missouri, Kansas and Nebraska.

The company held "open house" for agents and other members of the business. Many agents had come from distant points to attend. They were entertained at luncheon and dinner, where they met officials who attended from the home office.

E. T. Pike, who has been appointed manager, was formerly special representative at Philadelphia. Before joining the Hartford, Mr. Pike was for many years associated with the Knox agency in Hartford, general agent Aetna Life and affiliated companies, as manager of the fidelity and surety department.

Officials attending the opening from out of town were Paul Rutherford, president; George H. Moloney, vice-president, Chicago; F. C. McVicar, assistant secretary of the agency department; F. P. Handley, assistant secretary automobile department, and Don Day of the liability department.

American Casualty Changes to Chicago Service Office

The Chicago branch office of the American Casualty, which has been operated since 1918, is being changed to a service office, Resident Manager F. P. Plotke continuing in charge. The office is moving to room 1210 in the Insurance Center building. Hereafter it will do no policy writing. Eleven general agents in Chicago have been qualified to write policies and all brokers and sub-agents in the territory will clear through these offices. There are some 10 policy writing agents in northern Illinois outside of Cook county and 40 non-policy writing agents who will report direct to the home office.

The experiment has been tried out successfully for some time in Pittsburgh and Cleveland and has been found to effect considerable economies. In Chicago it was found 90 percent of the business was coming from 10 percent of the representation, and Manager Plotke and his staff were kept so busy writing policies and handling record work and correspondence there was little time to develop business and contact producers. Claims are to be handled as heretofore, Franklin Twyman being claims attorney in charge of the department.

Mr. Plotke has been connected with the American Casualty for 10 years, starting as special agent, and has been resident manager in Chicago since 1931. Mr. Twyman has been connected with the Chicago office for 18 years.

New Manhattan Mutual Setup

Lawrence Malawista has resigned as vice-president and general manager of the Manhattan Mutual Automobile Casualty of New York.

Richard Woike has been elected president and general manager, Jesse J. Berlin, vice-president and production manager, Ludwig Weil, treasurer, L. L. Resnick, secretary, and John F. Sweeney, assistant treasurer.

Manhattan Mutual is now licensed and doing business in New York, Pennsylvania, Ohio, Delaware, Maryland, District of Columbia, Missouri and Kansas.

Up to the latter part of 1936 this company wrote taxicab, livery and bus business exclusively, and at that time branched into the field of private passenger and commercial vehicles, exclusive of long haul trucks. At present the company is writing private passenger and local commercial automobiles in addition to public automobiles in all states now licensed.

At present its representation in the middle west consists of general agents, but it expects, within the near future, to have a salaried field representative in the territory.

Opens Lloyds Chicago Agency

Evan Reese, well known former casualty company executive, has now entered business in Chicago as head of the Chicago office of London Lloyds Exchange Underwriters. This is an instrumentality that until recently was operated in close conjunction with the Robert Coleman organization that provides engineering and claims service for concerns that purchase aggregate loss or stop loss workmen's compensation contracts. Now London Lloyds Exchange Underwriters is less closely identified with the Coleman organization and Mr. Reese will undertake to develop independent business for that agency. His headquarters are in 1052 Insurance Exchange, adjacent to the Robert Coleman branch office there. He intends to concentrate on unusual covers.

Mr. Reese had been closely associated with Carl Hansen for many years, being identified with many of Mr. Hansen's enterprises. He was president of the old American Mine Owners Casualty of Huntingdon, Pa. In recent years he has been located in New York.

Mueller, Harrold in Charge

F. Mueller, who has had charge of educational and promotional work in the Chicago branch office of the Continental Casualty, Insurance Exchange, has been transferred to the home office to act in the capacity of agency secretary of the commercial accident and health department, due to the promotion of W. E. White to vice-president, serving in the agency department of both the Continental Casualty and Continental Assurance. F. E. Harrold, formerly of H. S. Vail & Son, brokers and actuaries of Chicago, has resigned to take Mr. Mueller's position in the Continental Casualty's branch.

The **Edwin Enquist** agency, Red Oak, Ia., has purchased the agency formerly conducted by the Red Oak Trust & Savings Bank under the direction of **Hazel Keyte**, who probably will join the Enquist agency.

VV THESE IMPORTANT OHIO CASUALTY FEATURES

VV BROAD, FLEXIBLE COVERAGES

VV REASONABLE RATES

VV ADEQUATE COMMISSIONS

VV PROMPT, EFFICIENT CLAIMS SERVICE

VV Add to these advantages the financial factor, the liquid strength of a company whose assets are in excess of $5,000,000.00 and you have the basic reasons why more and more agents, every year, are joining the prosperous Ohio Casualty family.

Care to come in with us? We'll be glad to tell you our story without any obligation on your part.

★ ★ ★

THE OHIO CASUALTY INSURANCE CO.

Home Office Hamilton, Ohio

Full Coverage Automobile

Automobile Accident Liability Plate Glass

Burglary Fidelity and Surety Bonds

Casualty Net Premiums and Paid Losses in 1936 in OHIO

	Total		Auto. Liab.		Other Liab.		Fidelity		Surety		Plate Glass		Burglary-Theft		Prop. D. & Coll.	
	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses	Prems.	Losses
	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$	$
Aetna Cas.	1,497,218	363,662	602,166	185,126	294,257	27,710	120,334	26,556	148,848	1,148	21,579	10,340	89,574	16,093	202,234	87,474
Aetna Life	836,237	553,209	7,010	42,532	32,130	30,949	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Allstate	59,242	16,184	43,505	12,003	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	15,736	4,181
Amer. Automobile	972,714	334,254	741,628	244,227	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	231,086	90,027
Amer. Cas.	177,115	123,244	102,532	60,113	9,400	34,239	.....	.....	.....	.....	7,528	5,312	6,305	1,253	40,034	19,455
Amer. Employers	110,071	36,508	39,821	21,084	22,565	3,407	10,099	643	5,614	—3,899	3,140	3,738	10,070	3,322	16,784	7,724
Amer. Fid. & Cas.	108,732	37,189	82,984	30,169	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	25,748	7,020
Amer. Indem.	102,855	27,933	67,115	17,126	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	28,642	8,236
Amer. Motorist	48,227	12,226	33,215	8,821	1,387	.....	.....	.....	220	.....	778	355	.....	.....	12,821	2,564
Amer. Mut. Liab.	116,641	36,775	54,174	23,834	40,699	7,651	1,681	.....	.....	.....	24	.....	.....	.....	19,445	4,886
Amer. Reins.	95,522	22,798	18,461	18,544	16,458	4,695	28,159	1,996	27,356	—3,641	.....	.....	2,488	986	1,231	107
Amer. States	413,232	127,445	252,052	57,673	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	153,243	61,652
Amer. Surety	586,436	65,897	61,935	10,875	37,296	3,935	242,780	25,214	132,496	794	11,781	4,083	73,243	13,538	26,223	7,427
Associated Indem.	34,354	29,682	7,539	21,355	23,488	4,402	.....	.....	.....	.....	288	1,387	45	467	2,983	2,073
Atlantic Ins. Co.	75,940	23,220	38,153	12,044	1,261	230	.....	.....	.....	.....	3,491	1,994	.....	.....	17,380	7,035
Auto. Mut. Indem.	82,083	31,000	59,275	23,849	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	22,808	7,160
Auto. Owners, Mich.	39,674	6,147	21,645	3,324	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	14,209	2,421
Bankers Indem.	404,161	154,769	181,908	95,928	89,713	22,784	292	300	460	—1,378	17,884	7,886	33,127	7,055	76,352	21,642
Beacon Mut. Indem.	193,644	55,095	82,126	19,153	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	82,596	28,357
Buckeye Union Cas.	1,490,577	436,757	769,321	200,228	78,282	6,151	56,058	17,372	13,876	1,541	27,484	15,825	27,407	5,912	453,834	174,796
Bldrs. & Mfrs. M. Cas.	225,617	124,750	166,762	92,439	3,619	150	.....	.....	.....	.....	.....	69	.....	.....	55,458	32,092
Celina Mut. Cas.	391,686	121,936	213,046	64,332	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	138,846	48,656
Central Surety	94,161	47,061	60,071	39,453	3,595	152	2,166	.....	12,174	216	5,241	3,080	1,577	562	8,901	3,571
Century Indem.	137,891	42,270	39,973	20,316	25,131	7,459	7,903	323	26,217	2,364	5,930	4,329	10,214	1,785	13,278	2,991
Columbia Cas.	116,329	33,529	34,624	2,902	22,401	6,277	11,749	685	8,307	3,401	3,898	3,312	8,897	11,343	12,769	2,640
Commercial Cas.	258,707	101,114	68,180	48,068	29,719	17,783	8,020	1,776	7,109	—8,336	8,208	4,862	9,348	3,841	20,390	6,975
Connecticut Indem.	28,169	4,474	20,643	2,781	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	7,526	1,693
Cont. Auto. Mut.	24,532	16,199	12,279	11,143	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	9,358	4,516
Continental Cas.	1,061,283	463,086	284,027	97,653	122,273	31,974	20,260	9,689	39,432	503	12,201	5,960	31,494	6,225	105,913	29,380
Eagle Indem.	95,984	33,667	32,153	12,596	13,502	6,484	6,378	948	6,248	—1,703	2,717	1,706	9,219	5,770	12,992	3,192
Employ. Liab.	594,098	218,740	233,069	108,098	167,808	53,679	27,836	2,609	2,523	—2,756	12,248	6,185	34,292	4,296	84,140	28,663
Employ. Reins.	312,436	98,496	223,806	61,465	6,114	2,225	15,208	15,311	12,124	197	1,294	.....	8,002	3,731	6,456	.....
Equity Mutual	140	35	103	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	37	35
Europ. Genl. Reins.	328,278	86,938	91,151	37,626	39,630	5	30,278	3,221	33,971	7,156	.....	.....	50,143	10,416	1,267	36
Excess	29,364	72,696	12,580	34,584	6,162	31,485	2,805	4	4,121	5,242	.....	.....	705	588	2,682	541
Factory Mut., R. I.	126,541	33,733	88,242	20,343	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	38,299	13,390
Farm Bur. Mut. A.	1,562,598	760,414	667,635	367,544	.....	.....	1,182	261	.....	.....	.....	.....	63,616	12,904	805,114	371,114
Fidelity & Cas.	961,272	355,122	201,820	118,717	192,468	62,726	174,006	56,653	86,900	11,488	25,051	10,646	88,398	19,964	77,072	23,621
Fidelity & Deposit	474,371	67,771	.....	.....	.....	.....	317,420	110,873	124,812	—48,835	4,980	2,185	27,160	3,547	.....	.....
Fireman's Fund Ind.	89,879	49,025	32,128	30,197	14,519	6,262	4,841	150	5,812	1,125	3,590	1,818	8,349	2,655	10,821	3,820
First Reins.	28,682	9,435	1,227	.....	1,744	.....	.....	.....	.....	.....	.....	.....	1,517	.....	—270	.....
General Accident	870,371	363,707	494,210	224,343	74,195	39,772	.....	.....	.....	.....	9,342	4,131	32,293	8,540	181,974	60,685
General Cas., Wash.	—1,668	10,348	—1,188	8,456	.....	.....	30	.....	—5	.....	.....	.....	.....	.....	—504	1,892
General Reins.	379,965	26,138	165,936	5,179	32,752	241	56,826	10,074	54,835	—6,557	672	.....	39,517	3,769	3,252	398
Glens Falls Indem.	254,436	110,209	77,899	51,590	23,333	7,220	17,423	2,108	42,971	22,497	5,004	2,141	28,456	9,605	33,876	10,050
Globe Indem.	718,133	154,518	310,624	67,915	94,918	16,529	38,999	11,796	34,831	5,074	15,636	7,294	49,996	9,002	128,204	33,030
Grange Mut. Cas.	99,536	56,379	29,235	23,000	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	64,532	31,968
Great Amer. Indem.	184,462	89,684	61,702	21,904	19,955	11,107	25,446	26,425	16,568	13,942	5,078	2,567	15,815	3,465	25,671	7,444
Great Lakes Cas.	129,263	54,918	51,717	17,364	8,776	4,302	.....	.....	.....	.....	5,652	2,581	1,148	720	61,971	29,951
Hwde. Mut. Cas.	100,730	47,681	60,590	33,815	4,033	454	.....	.....	.....	.....	3,011	1,092	4,789	1,016	28,308	11,306
Hartford Acci.	940,540	446,544	290,194	167,346	180,986	54,611	89,242	12,517	132,287	112,785	13,802	6,382	81,089	25,015	116,947	41,250
Home Indem.	120,151	21,635	38,783	6,911	31,009	4,685	2,359	125	13,707	.....	11,491	5,057	9,180	1,308	13,622	3,549
Hoosier Cas.	358,694	110,878	159,097	32,875	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	110,710	46,596
Indem. of N. Amer.	594,461	220,000	195,879	108,748	99,080	39,081	62,808	8,969	49,449	—10,582	14,548	7,248	62,816	26,832	71,916	29,330
Inland Bonding	59,712	8,646	.....	.....	.....	.....	.....	.....	59,712	8,646	.....	.....	.....	.....	.....	.....
Liberty Mut., Mass.	101,179	69,339	55,480	52,795	25,394	9,107	4,754	325	.....	.....	308	101	1,056	171	13,779	6,474
Lincoln Mut. Indem.	32,031	12,446	15,399	8,331	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	12,023	3,034
London & Lan.	66,485	25,506	20,903	6,111	9,747	4,246	2,295	—107	4,742	3,674	3,102	1,497	9,861	4,908	8,587	2,826
London Guar.	238,927	69,167	58,198	41,250	27,446	4,525	.....	.....	.....	7	4,086	1,744	14,207	2,237	23,832	9,305
Lumber Mut. Cas., Ill.	693,961	254,201	440,198	162,470	53,588	33,007	.....	.....	.....	.....	6,046	3,529	15,241	1,900	158,175	47,621
Maryland Cas.	705,997	216,050	150,009	57,409	111,167	26,806	76,126	12,764	157,975	38,469	16,593	8,853	44,811	18,372	56,851	22,629
Mass. Bonding	332,282	139,860	61,899	43,432	52,994	9,666	61,507	23,757	54,413	23,685	7,691	3,931	17,165	5,069	17,645	4,229
Medical Protective	135,819	64,124	.....	.....	135,819	64,124	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Mercer Casualty	234,700	91,966	124,665	57,047	1,167	469	.....	.....	.....	.....	4,155	2,469	.....	.....	73,597	26,607
Merchants Indem.	2,246	556	919	556	1,327	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Metropolitan Cas.	98,328	40,633	25,286	15,343	17,765	8,292	4,202	—738	3,071	—1,753	8,462	4,664	7,899	2,337	8,682	3,765
Mich. Mut. Liab.	61,908	34,132	35,755	25,163	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	21,209	6,450
Motorist Mutual	439,442	171,947	240,140	90,449	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	150,001	72,667
Motor Vehicle Cas.	34,644	3,354	16,862	181	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	14,221	3,071
National Casualty	214,558	98,755	6,711	5,231	3,236	643	907	579	406	—27	739	251	1,693	609	2,792	786
Natl. Grange M. Liab.	998	.....	691	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	307	.....
National Surety	391,509	66,370	.....	.....	.....	.....	134,672	24,600	144,629	17,190	10,432	3,519	101,776	21,246	.....	.....
New Amsterdam Cas.	568,054	186,012	183,169	65,261	108,814	33,158	28,008	2,615	73,350	24,675	13,501	4,439	30,424	10,626	67,623	23,711
New Century, Ill.	49,758	19,307	28,321	10,759	.....	.....	.....	.....	.....	.....	9,182	4,206	.....	.....	12,255	4,342
New York Cas.	167,364	46,737	37,910	31,656	23,128	1,642	40,967	2,235	20,754	—220	6,622	3,378	16,213	1,381	21,769	6,664
Northwest Natl. Cas.	45,966	9,912	30,594	5,794	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	15,363	4,118
Norwich Union	18,459	14,547	8,366	8,262	1,204	2,560	.....	.....	.....	.....	565	440	1,203	401	4,124	2,370
Ocean Accident	464,191	161,529	164,974	77,111	104,800	21,535	13,745	2,606	2,842	2,811	15,306	7,844	39,403	9,064	60,242	22,616
Ohio Cas.	1,598,388	434,278	683,204	205,966	120,225	15,331	70,853	1,673	94,089	—2,746	32,379	13,553	50,526	7,419	382,028	155,889
Ohio Farmers Indem.	566,585	201,014	401,706	144,541	5,135	210	.....	.....	.....	.....	3,695	986	2,758	15	153,292	55,263
Peerless Cas., N. H.	5,507	1,672	158	98	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	34	35
Pennsylvania Indem.	85,055	31,742	61,621	23,218	1,433	112	.....	.....	.....	.....	.....	.....	.....	.....	20,178	8,041
Phoenix Indem.	68,863	34,171	22,196	17,313	20,467	7,309	.....	.....	.....	.....	4,839	2,828	6,769	1,416	8,395	3,477
Preferred Accident	133,101	57,148	62,233	30,960	1,087	.....	5,626	6,821	2,696	—4,111	4,411	1,527	6,983	996	20,930	8,283
Preferred Automobile	138,533	44,943	65,284	22,905	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	48,962	15,735
Protective Indem.	13,491	4,478	6,186	1,328	10	.....	.....	.....	.....	.....	2,205	1,538	252	.....	2,063	579
Republic Mutual	28,812	3,483	13,033	693	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	11,901	2,378
Royal Indem.	494,059	143,127	195,247	64,876	82,604	18,908	25,095	6,644	28,444	11,572	15,296	6,525	30,920	5,620	78,027	17,570
St. Paul Merc. Indem.	139,279	40,276	45,527	16,246	50,089	13,453	7,279	1,247	14,854	4,551	2,284	1,003	3,997	974	15,233	2,782
Seaboard Surety	82,104	—446	.....	.....	.....	.....	7,615	2,916	75,489	—3,372	.....	.....	.....	.....	.....	.....
Shelby Mut. Pl. Gl.	224,562	85,704	60,541	10,081	7,831	3,013	.....	.....	.....	.....	127,736	64,852	.....	.....	28,453	7,757
Standard Accident	363,319	122,678	66,981	37,968	66,792	24,486	37,326	3,497	83,759	16,436	7,858	5,788	14,503	1,916	40,528	11,036
Standard Sur. & Cas.	27,825	4,721	16,684	7,583	2,423	444	261	261	1,219	—7,428	768	400	1,318	1,450	5,093	2,011
State Auto Mut., O.	2,892,581	1,064,275	1,587,521	539,840	9,240	.....	.....	.....	.....	.....	.....	.....	.....	.....	906,093	455,934
Sun Indem.	70,966	26,489	32,250	13,312	4,582	537	1,639	—221	2,538	—986	2,837	1,554	4,057	801	16,383	9,699
Tower Mutual	209,216	43,771	132,633	18,966	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	69,330	19,993
Travelers	2,309,463	1,006,576	906,764	381,847	358,540	101,604	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Travelers Indem.	684,858	191,869	37	.....	23,170	3,035	.....	.....	.....	.....	36,888	17,394	198,200	35,681	350,664	119,095
Trinity Universal	274,623	72,194	153,062	35,228	26,271	4,609	912	.....	2,841	.....	6,802	3,893	2,581	21	69,543	26,569
Union, Ind.	87,244	35,166	47,798	18,033	299	11	.....	.....	.....	.....	.....	.....	.....	.....	29,737	13,486
United Mut. Cas.	1,846	.....	480	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1,148	.....
U. S. Casualty	201,999	99,358	64,826	20,359	59,083	19,763	3,939	—735	8,071	26,272	7,521	5,868	11,777	7,009	18,949	8,638
U. S. F. & G.	1,076,319	402,542	258,274	151,383	155,490	53,356	181,449	41,612	254,277	73,880	16,805	6,980	70,331	27,081	98,669	32,930
U. S. Guar.	400,210	141,169	123,957	58,122	49,672	14,121	113,127	19,997	61,508	—742	2,547	940	10,475	6,096	38,879	12,834
Utica Mut.	1,700	829	1,121	28	166	.....	.....	.....	.....	.....	.....	.....	.....	.....	403	801
Utilities Ins.	15,061	3,759	8,124	2,898	1,706	35	.....	.....	.....	.....	.....	.....	.....	.....	5,075	812
Western Cas & Sur.	133,232	37,937	77,658	17,040	7,151	1,508	265	.....	7,725	7,636	2,658	1,714	3,313	1,093	34,453	9,007
Wolverine	256,175	80,809	132,951	41,353	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	112,012	36,727
Yorkshire Indem.	45,269	29,690	12,979	20,688	3,229	830	2,379	2,282	15,732	.....	2,702	1,233	2,636	1,367	5,512	3,289
Zurich	214,009	87,380	62,102	23,734	91,316	33,557	.....	.....	.....	.....	3,656	1,566	9,297	6,239	21,277	10,338
Total, 1936	44,511,113	16,665,644	14,694,429	5,738,929	3,700,365	1,086,828	2,217,536	531,228	2,218,399	339,905	655,238	324,582	1,654,811	419,040	7,032,338	2,752,936
Total, 1935	40,567,907	16,533,397	13,057,882	5,631,030	3,268,129	1,169,122	2,145,327	866,948	2,194,951	814,995	601,778	256,368	1,646,310	464,376	6,966,609	2,138,740

*Total of all casualty business including companies listed below. Company totals shown above include classes shown in groups below and auto fire, theft, etc., premiums of full cover writers.

Companies Writing Other Classes of Casualty Business in OHIO

ACCIDENT AND HEALTH

	Prems.	Losses
Aetna Cas.	$ 54	$ 1,061
Aetna Life	797,097	479,728
Amer. Casualty	11,315	2,872
Amer Employ.	1,730	477
Amer. Motorists	107	487
Amer. Reins.	447	112
Amer. Savings Life	5,630	1,972
Bankers Indem.	4,425	555
Ben. Ry. Employ.	156,716	91,627
Bus. Men's Assur.	117,244	53,058
Buckeye Union Cas.	64,139	14,853
Celina Mut. Cas.	.....	.....
Central Assur.	138,166	52,092
Central Health	23,295	9,722
Central Surety	435	26
Century Indem.	9,245	2,702
Columbia Cas.	5,705	1,066

(CONTINUED ON NEXT PAGE)

(CONT'D FROM PRECEDING PAGE)

	Prems.	Losses
Columb. Natl. Life	1,369	1,341
Columbus Dispatch	83,348	58,201
Columbus Mut. Life	58,016	31,175
Commercial Cas.	107,752	26,145
Conn. General	166,233	87,245
Continental Assur.	26,122	10,954
Continental Casualty	441,239	281,544
Craftsman	7,088	3,093
Eagle Indem.	5,958	2,790
Employ. Liab.	17,482	15,350
Employ. Reins.	26,563	13,197
Equit. Life, N. Y.	189,620	113,966
European Genl. Reins.	56,744	27,398
Excess	256	251
Farm Bureau Mut. Auto.	25,051	8,592
Federal Life, Ill.	43,175	24,185
Federal L. & C.	57,987	17,150
Fidelity & Cas.	74,535	49,390
Fireman's Fund Indem.	9,820	2,998
Fireside Mut. Aid	44,135	12,756
First Reinsurance	24,464	9,435
General Accident	74,157	24,598
General American Life	25,708	10,629
General Reinsurance	24,090	13,036
Glens Falls	14,224	4,183
Globe Casualty	23,674	3,254
Globe Indem.	28,210	9,689
Great Amer. Indem.	14,278	2,828
Great Northern Life	65,825	23,035
Great Western, Ia.	6,288	3,586
Hartford Accident	35,995	26,636
Hoosier Cas.	59,100	25,024
Illinois Bankers Life	34,835	7,236
Income Guaranty	59,922	24,337
Indem. No. Amer.	35,577	9,181
Inter. Ocean Cas.	160,154	59,590
Inter.-St. Business Men's	15,189	9,444
John Hancock Mut.	20,050	11,872
Kentucky C. L. & A.	338,978	108,708
Liberty Mut., Mass.	408	367
Lincoln Mut., Ind.	.....	.....
London & Lanc.	7,247	3,878
London Guar.	7,444	3,878
Loyal Protect.	108,143	53,343
Lumber. Mut. Cas., Ill.	7,538	4,019
Maryland Cas.	56,744	27,952
Mass. Acci.	52,689	20,735
Mass. Bonding	58,942	26,124
Mass. Casualty	21,470	9,173
Mass. Indemnity	57,773	14,594
Mass. Protect.	433,809	207,865
Mercer Cas.	517	60
Metropolitan Cas.	22,767	8,648
Metropolitan Life	1,517,262	787,678
Michigan Life	41,265	17,939
Michigan Mut. Liab.	1,832	250
Monarch Life	94,773	65,653
Mut. Benefit H. & A.	375,991	167,728
Mut. Cas.	6,197	316
National A. & H., Pa.	37,818	12,466
National Cas.	198,077	90,683
National L. & A.	353,129	139,314
Natl. Mas. Prov. Assn.	91,322	28,285
New Amsterdam	20,851	7,121
No. American Acci.	167,465	52,371
Norwich Union	3,016	514
Ocean Accident	24,817	16,050
Occidental Life	48	.....
Ohio Cas.	7,216	4,337
Ohio State Life	35,720	14,433
Old Line, Wis.	75	.....
Pacific Mutual	438,840	347,026
Pan American Life	506	.....
Paul Revere Life	26,701	9,045
Peerless Casualty	5,315	1,538
Pennsylvania Indem.	1,823	370
Phoenix Indem.	4,091	1,678
Preferred Acci.	29,135	12,673
Prot. Indem.	1,774	1,034
Prov. L. & A.	86,488	39,030
Prudential	274,726	169,131
Reliance Life	44,119	12,368
Royal Indem.	13,884	5,764
Sick & Accl. Assn.	8,019	3,159
Standard Acci.	45,271	20,477
Standard Sur. & Cas.	59	.....
Sun Indem.	6,681	1,793
Subscribers Acci.	187	.....
Travelers	1,040,781	517,638
United, Ill.	60,907	16,473
United Benefit Life	2,644	476
United Cas.	7,983	5,434
U. S. Guarantee	45	.....
U. S. Casualty	28,128	11,929
U. S. F. & G.	40,065	14,896
U. S. Mut. Ben.	28,997	12,368
Utilities Ins.	155	13
Wash. Natl.	352,900	159,059
Woodmen Acci.	122,918	63,861
Zurich	26,361	11,947
Total, 1936	$10,349,929	$5,119,766
Total, 1935	9,473,257	4,850,150

STEAM BOILER

American Employers	$ 227	$ .....
Aetna Cas. & Sur.	540	.....
Amer. Reins.	546	.....
Columbia Cas.	3,347	1,528
Continental Cas.	2,786	138
Eagle Indem.	4,146	1,119
Employers Liab.	7,208	1,637
Europ. Gen. Reins.	433	917
Excess	.....	.....
Fidelity & Casualty	34,826	1,316
General Acci. F. & L.	3,156	1,618
General Reins.	1,793	.....
Globe Indem.	10,497	869
Hartford Steam Boiler	220,489	32,211
London Guar. & Acci.	16,271	81
Lumbermens Mut. Cas.	11,571	399
Maryland Cas.	23,660	1,814
Mutual Boiler	10,384	213
Ocean Acci. & Guar.	22,616	1,029
Phoenix Indem.	1,728	149
Royal Indem.	12,657	1,731
Standard Acci.	302	.....
Travelers Indem.	49,616	12,751
Total, 1936	$ 438,699	$ 59,900
Total, 1935	360,620	39,656

The American Life & Accident and the Mammoth Life & Accident, both of Louisville, have been granted an extension due to the flood.

ENGINE AND MACHINERY

Aetna Cas.	$ 9,768	$ 3,688
Amer. Reins.	353	.....
Columbia Cas.	4,768	371
Continental Cas.	451	.....
Eagle Indem.	1,672	684
Employ. Liab.	7,492	979
Europ. Genl. Reins.	3,371	.....
Excess	.....	.....
Fidel. & Casualty	5,733	600
General Acci. F. & L.	—13	19
General Reins.	292	.....
Globe Indem.	9,609	834
Hartford S. B.	192,594	47,134
London Guar.	19,867	2,771
Lumbermen's Mut. Cas.	1,603	1,057
Maryland Cas.	5,957	45
Mutual Boiler	39,153	8,721
Ocean Acci.	15,002	1,628
Phoenix Indem.	289	.....
Royal Indem.	11,870	1,978
Travelers Indem.	26,282	3,912
Total, 1936	$ 356,113	$ 74,421
Total, 1935	307,369	69,765

CREDIT

Amer. Credit Indem.	$ 109,752	$ 9,254
Employ. Reins.	13,210	—273
European Gen. Reins.	21,481	165
London Guar.	67,459	3,179
National Surety	.....	—185
Ocean Acci.	.....	—885
Total, 1936	$ 211,902	$ 11,255
Total, 1935	192,370	$ 4,555

LIVE STOCK

Hartford Live Stock	$ 47,241	$ 23,528
Total, 1936	$ 47,241	$ 23,528
Total, 1935	40,380	16,225

SPRINKLER LEAKAGE

Aetna Cas.	$ 7,864	$ 4,466
Indem. of No. Amer.	2,221	1,195
Maryland Cas.	2,700	861
Metropolitan Cas.	93	75
U. S. F. & G.	192	.....
Total, 1936	$ 13,070	$ 6,597
Total, 1935	$ 13,415	$ 3,703

Will Have Omaha Conference

Accident Prevention Committee of the National Association of Insurance Agents Will Meet

Frederick Hickman of Atlantic City, N. J., chairman of the accident prevention committee of the National Association of Insurance Agents, states that there will be no report at the mid-year meeting at Omaha. However, there will be an informal conference of chairmen of the state association accident prevention committees to ascertain what progress has been made in passing driver's license laws in such states where bills have been introduced in this session. Assistant Secretary G. W. Scott of the National association will be in charge of the conference.

February Deaths Increased

Traffic deaths in February numbered 2,350 as compared with 1,900 in February, 1936, an increase of 24 percent, the National Safety Council estimates. The deaths in both January and February numbered 5,500 against 4,500 for the same period of 1936, increase 22 percent.

The safety council points out that in February last year driving conditions were treacherous throughout a large part of the country; cars were in limited use and the drivers were exceptionally cautious. This February, open conditions prevailed. The deaths in February this year were only 4 percent higher than in February, 1935, when similar driving conditions existed.

U. S. F. & G. Appleton Meeting

George Goetz of Hoff & Goetz, Milwaukee, managers United States Fidelity & Guaranty in Wisconsin and upper Michigan, conducted a training session for agents in northwestern Wisconsin at Appleton, Wis. About 35 agents from Green Bay, Appleton, Oconto, Marinette, Neenah, Menasha, Oshkosh, Rhinelander, Tomahawk and other cities attended.

Black, Kemper Head Units

S. Bruce Black, president Liberty Mutual, was elected president of the National Association of Automotive Mutual Insurance Companies, and J. S. Kemper, president Lumbermen's Mutual Casualty, was elected president of the National Association of Mutual Casualty Companies at the joint annual meeting in Miami. About 50 attended.

TODAY'S "CAN'T HAPPEN"

IS

TOMORROW'S JUDGMENT

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PUBLIC LIABILITY
INSURANCE

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News of Casualty Companies

Autoist Mutual Gets Writ

Chicago Company Secures Injunction Restraining Minnesota Authorities from Canceling License

The Autoist Mutual of Chicago has obtained an injunction restraining the Minnesota department from canceling its license in that state. A date has not yet been set for the hearing. This step was taken by General Manager E. E. Hielscher of Autoist Mutual and Chase Conover of the insurance consulting firm of Conover, Green & Co., Chicago, who were in St. Paul Monday in conference with Commissioner Yetka.

On March 17, Albert Burger, chief examiner of the Minnesota department, canceled the license of the Autoist Mutual effective March 18. In a letter dated March 20, Deputy Commissioner Nordstrom recalled the notice of cancellation and advised Autoist Mutual that if reinsurance of its Minnesota business was not effected within 10 days, that letter would be considered as 10 days notice of cancellation. Among other things, Autoist Mutual, in its petition for injunction, contended that Burger had no authority under the law to issue the cancellation order and that therefore the cancellation was not official.

In its annual statement as of Dec. 31, 1936, Autoist Mutual reports net surplus of $37,000. Subsequently Autoist Mutual made a deal whereunder London Lloyds reinsured 30 percent of its unearned premium. Giving effect to that transaction, the net surplus at the end of February stood at $62,000.

An examination report on Autoist Mutual by the Illinois department is being brought down to March 1 and it is expected that this will be completed within the next few days. The examiners found that Autoist Mutual is solvent but it does not have the $200,000 surplus that a company must have in order to write non-assessable policies. Accordingly all policies of the Autoist Mutual are now being placed on an assessable basis. Heretofore all policies were non-assessable.

Autoist Mutual has about $200,000 of premiums in Minnesota.

Mr. Hielscher states that in the past two years, the investment portfolio has been thoroughly revamped. In the process a loss of about $128,000 in assets was taken. At present, he states, Autoist Mutual has no assets except listed bonds which are entered at market values. None is in default. The more hazardous business on the books has been eliminated and Mr. Hielscher states that only a nominal amount of long haul truck business is now being handled.

Settles Case for $850,000

Commercial Casualty Makes Payment to New Jersey Fidelity Receiver and Ends the Litigation

With the transfer by the Commercial Casualty of $850,000 to the liquidator of the New Jersey Fidelity & Plate Glass, the litigation concerning the reinsurance of much of the New Jersey's business shortly before it went into receivership by Commercial Casualty has come to an end.

Commercial Casualty received more than $1,000,000 from New Jersey Fidelity & Plate Glass in connection with the reinsurance deal. The business that was reinsured was that which is customarily handled by casualty companies and there was excluded mortgage guaranties and other special business, the experience on which had made the situation of the New Jersey precarious for some time.

Creditors under bonds and other guarantees that were excluded from the reinsurance agreement sought to upset the reinsurance deal on the ground that in making this payment to Commercial Casualty, the New Jersey had used most of its good assets to protect holders of its casualty policies and thus reduce the amount available for meeting the claims of the other creditors.

The transfer of these funds to Commercial Casualty was held invalid some years ago by the court of chancery. Commercial Casualty appealed to the court of errors and appeal and the case has been pending before that tribunal about a year. In the mean time the present settlement was worked out and has now been approved by Vice-chancellor Buchanan in New Jersey.

The case is regarded as important because the decision of the chancery court implied that an insurer that lacks enough assets to meet all such liabilities may not use a considerable part of what it has to protect certain classes of its creditors and thus deprive other creditors of a proportion of what they would receive by a ratable distribution of the assets.

Commonwealth Mutual Probers

BOSTON, March 31.—On the legislative committee to investigate the Commonwealth Mutual Liability, which failed recently after being in business but a little over a year, President Wragg of the senate named E. S. Oppenheimer of the Oppenheimer & Co. agency, Springfield, while President Cahill of the house named Philip Barnet, New Bedford, chairman of the legislative committee on insurance last year; J. W. Coddaire, Jr., Haverhill, lawyer and member of this year's insurance committee, and F. H. Tarr of Rockport.

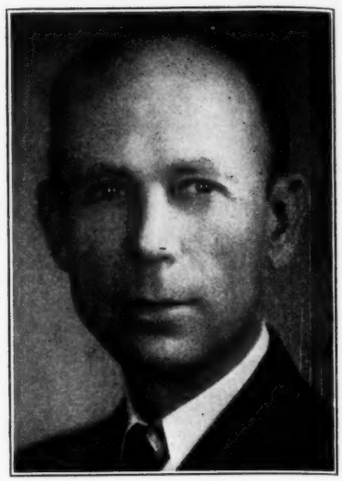
American States in California

American States of Indianapolis has been licensed in California with C. Kelly Brooks of Los Angeles as general agent.

Industrial Indem. Exch., Cal.—Assets, $1,639,971; inc., $550,871; comp. res., $952,923; surplus, $568,106; inc., $61,980. Experience:

	Net Prems.	Losses Pd.
Workmen's Comp.	$1,638,544	$ 547,668

Opens Law Office



U. A. GENTRY, Little Rock

U. A. Gentry, former Arkansas insurance commissioner, has opened an office in the Exchange Bank building at Little Rock for the practice of law. Mr. Gentry made a most excellent record as commissioner. He was formerly an attorney at Hope, Ark.

Hearing on Nebraska Taxi Rule

LINCOLN, NEB., March 31.—The state railway commission will hear argument April 8 on a proposal suggested by domestic insurance companies, that the commission change its present rule requiring all taxicab owners to insure only in companies having $300,000 or more surplus. It is claimed this has resulted in competition being restricted to a few large eastern companies, with Nebraska companies barred.

New Cincinnati Lineup

CINCINNATI, March 31.—At the annual meeting of the Cincinnati Casualty & Surety Association, H. B. Hupp, U. S. F. & G., Gustav May, Indemnity of North America, and G. H. Tow, Standard Accident, were elected to the governing committee succeeding Edward Dillhoff, Carl Kleve, and Howard Doyle. Remaining on the committee are W. R. Perkins, Perkins & Geoghegan, Earl Klein, J. P. Ryan, Aetna Casualty, J. J. Fischer, F. J. Roelle, Fidelity & Deposit, and G. B. Wilson, Leiding agency. The governing committee will meet this week to elect officers.

C. J. Smith has been appointed insurance manager of the Chamberlain & Kirk agency, Des Moines.

SEABOARD SURETY CO.

FIDELITY AND SURETY BONDS - CAPITAL $1,000,000

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AMERICAN
Re-insurance Co.
Robert C. Ream, President
99 John Street New York
DECEMBER 31st, 1936

CAPITAL	$ 1,000,000.00
Surplus	6,123,137.74
Voluntary Catastrophe Reserve	500,000.00
Reserve for Losses	3,916,522.75
All Other Liabilities	1,882,235.22
TOTAL ASSETS	13,421,895.71

NOTE: Securities carried at $336,887.50 in the above statement are deposited as required by law.

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Re-insurance

New Amsterdam Casualty Company

A Progressive Surety and Casualty Company

Foreign Company Operations

The following remittances to and from home offices by foreign companies are from the 1937 Argus Casualty Chart published by THE NATIONAL UNDERWRITER.

	1936 Received	1936 Remitted	Total* Received	Total* Remitted
Canadian Indem.	$ 11,517	$ 1,980	$ 304,107	$ 172,080
Car & Gen.	68,510	97,528	747,987	631,021
Employers Liab.	5,157	1,262,743	42,697	16,326,861
European Gen.	.....	828,845	1,392,285	8,283,592
General Acci.	.....	609,920	2,046,845	4,453,054
Guarantee, N. A.	85,972	103,728	877,376	1,154,513
London Guar.	.....	500,000	178,682	4,334,828
Ocean Acci.	.....	407,863	2,178,556	3,688,436
Prov. Acc. & W. C.	.....	17,531	61,027	136,082
Zurich	317,880	397,326	4,305,548	2,324,939

*10 year total for all except Canadian Indem., 5 years; Guar. of N. A., 9 years; and Prov. Acci. & White Cross, 7 years.

Points to Check in Official Bond Sale

(CONTINUED FROM PAGE 33)

ful or so well informed concerning their duties as the full time official. On the other hand they may be persons of considerable worth, and their standing may be such that they can less afford to have anything go wrong with their office than the man on a full time job. Because his income from other sources is greater than from his office, it might be argued that the man in these two groups would be better able to discharge any liability under the office than the full time man depending entirely or almost so on the income from the office. I'm inclined to think that there are more losses under the first group. The exposure is greater. The man's salary is fixed.

Factors to Check

"How do we arrive at the conclusion that an applicant is eligible for a bond? Two things stand out in this connection: (1) The man's previous experience as a deputy or clerk, or in similar offices, and (2) experience he may have had in business. Investigation of applicants is conducted more or less because it is a time honored custom. The person is elected to office and the majority prefer him. It is easy to secure thousands of letters of recommendation. One reason not a great deal of stock can be put in what people say about an applicant is that they may have elected him as the lesser of two evils.

Public Sympathy Factor

"More important than information about what the applicant has been doing the last four or five years, is the reputation of the particular office to which he has been elected," said Mr. Evans. "How has the office been conducted in the past? If this has been sloppy, if the office has functioned inefficiently or carelessly, then the average person may continue it on the same basis. If the conduct has been good, if there have been frequent audits and checks, and so on, we can figure the new incumbent is apt to continue the office on that basis. Often this is the deciding factor as to whether or not the bond should be granted."

An important point for investigation is whether or not the applicant has been pitchforked into office by public sympathy. Mr. Evans cited several instances wherein obvious incompetents had been elected to office through sympathy.

"Surety agents and companies share responsibility with the public official himself," said Mr. Evans. "The official should know what the law is regarding bond requirements in his office but if he doesn't know, we should tell him. Companies are responsible for keeping agents aware of those requirements."

Cleveland Can't Collect

The Ohio attorney-general has issued a ruling that the city of Cleveland is not entitled to collect from an insurance company for the loss of $1,948 on May 21, 1936, when that amount of money was taken from the cage of the cashier while he was temporarily absent answering a telephone call. The attorney-general held that the circumstances of the loss did not come under the terms of the policy.

J. D. Cantwell Dead

J. D. Cantwell, 68, former manager Milwaukee and Minneapolis offices Employers Mutual Liability, Wausau, died at his home in Milwaukee after an illness of nearly two years. Born in Madison, Wis., he was first associated with the paper trade, and 22 years ago joined the staff of the Employers Mutual Liability. From 1919 to 1921 he was manager in Minneapolis and from 1921 to 1926 in Milwaukee. Then he returned to production work until his retirement in 1935.

Commissioner Sullivan of Washington spent several days in San Francisco on his first actual vacation in several years.

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First Wisconsin National Bank Bldg.
Milwaukee, Wisconsin

GAINS SHOWN IN CASUALTY PREMIUMS

(CONTINUED FROM PAGE 33)

ALL STOCK COMPANIES

(Including legal reserve life writing accident and health)

	1936	1935
Admitted Assets	$14,390,810,173	$13,294,914,871
Liabilities	13,353,117,599	12,396,452,786
Capital	183,197,703	171,629,600
Surplus less Capital	854,494,871	726,832,485
Surplus to Policyholders	1,037,692,574	898,462,085

MUTUAL COMPANIES

Admitted Assets	$303,403,248	$256,627,378
Total Liabilities	221,095,310	182,119,651
Surplus to Policyholders	82,307,938	74,507,727

Classification of Total Business

	1936			1935		
Classification	Net Prems. Written	Losses & Adj. Exp. Paid	%	Net Prems. Written	Losses & Adj. Exp. Paid	%
Auto. Fire, Theft, Tor. and other Auto	$ 3,484,717	$ 892,337	25.6	$ 2,810,948	$ 671,410	23.9
Auto. Collision	6,703,066	4,151,737	61.9	5,698,739	3,501,640	61.4
Auto. Liability	63,897,806	34,158,780	53.5	54,134,286	30,736,236	56.8
Auto. Prop. Damage	19,109,170	8,143,861	42.6	16,902,394	6,540,332	38.7
Auto. (Cos. not seg. lines)	1,013,741	528,446	52.1	268,561	98,187	36.6
Total Automobile	$ 94,208,500	$ 47,875,161	50.8	$ 79,814,928	$ 41,547,805	52.1
Acci. & Health (including Sick Benefit and Burial)	37,152,784	21,088,173	56.8	32,403,582	19,768,476	61.0
Burglary & Theft	668,837	176,933	26.5	603,418	199,751	33.1
Fidelity	520,041	168,915	32.5	430,752	149,035	34.6
Surety	17,788	607	3.4	21,449	211	1.0
Liab. other than Auto.	9,195,253	4,121,011	44.8	7,768,943	3,605,721	46.4
Live Stock	4,449	1,929	43.4	130,849	18,379	14.0
Machinery	250,748	50,694	20.2	195,817	27,149	13.9
Plate Glass	964,910	527,680	54.7	909,367	401,154	44.1
Prop. Dam and Coll. not Auto.	738,191	130,307	17.7	435,733	73,233	16.8
Steam Boiler	400,947	41,452	10.3	350,631	20,116	5.7
Workmen's Compensation	78,876,958	38,697,565	49.1	62,516,715	31,682,653	50.7
Grand Total	$222,999,406	$112,880,427	50.6	$185,582,184	$ 97,493,683	52.5

RECIPROCALS AND LLOYDS

	1936	1935
Admitted Assets	$54,515,401	$45,091,430
Total Liabilities	29,970,160	22,637,714
Surplus to Policyholders	24,545,241	22,453,716
Net Premiums Written (Auto. and other lines)	39,481,495	31,467,657
Losses Paid Including Adjusting Expenses	19,906,832	15,036,638
Ratio of Losses Paid to Net Premiums Written	50.4%	47.8%

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GROUP DISABILITY LINES

For information address
Group Department

NATIONAL CASUALTY COMPANY
W. G. Curtis, President
Home Office
Majestic Building, Detroit, Michigan

Big Field Opened But It Needs Care

(CONTINUED FROM PAGE 33)

him to curtail his advertising budget considerably.

Mr. Connor also receives a certain percentage of his business from large brokerage houses that would rather place it with him than handle it themselves. He is quite selective in the business which he accepts. He estimates that he takes about one out of every ten risks offered. "If I took every one I would probably write about $10,000,000 in premiums a year," he said.

He selects manufacturers who he knows are reputable and have just as much interest in turning out a good article as he is in insuring it and who use every precaution to produce a product that will not injure anyone.

Dangers Are Pointed Out

He believes that eventually when a larger volume of products liability is written—say when it gets up to $50,000,000 or $100,000,000—the companies will be able to write all classes in this line just as they do automobiles today.

Mr. Connor feels that the most dangerous thing in products liability underwriting today is the practice of some companies in accepting risks purely because they have the other lines such as automobile and compensation.

He cited as an example the recent case where he had quoted a minimum premium of $1,000 on a candy risk only to lose it to another company which accepted it at a premium of $150 in order to secure also the balance of the insurance, including compensation, automobile and public liability, amounting to a grand total of about $900.

"It apparently never occurred to this company," he said, "to ascertain the fact that the products losses of this particular concern had averaged close to $500 a year for several years. Incidentally, there have been two very large losses in connection with candy during the past few years—one very recently resulting in a settlement of $21,000."

He cited another case of a depilatory which he at first refused to accept but later made an offer of a premium equal to 95 percent of the limits asked for by the manufacturer. He had virtually sold the policy when another company stepped in and took it at a rate of approximately $1 per $100 of sales. This particular company suffered losses in excess of $65,000 in the first six months at which time it cancelled the policy.

Mr. Connor pointed out that there are a number of articles which are made for cheap stores to sell at a price. These items are cheapened in every way. The container is cheapened and the ingredients used are the cheapest possible. "That's the kind of stuff I try to get away from."

ALABAMA
THOMAS JEFFERSON — Birmingham
LOUISIANA
JUNG HOTEL — New Orleans
HOTEL DESOTO — New Orleans
MISSISSIPPI
HOTEL RIVIERA — Biloxi
NEW MEXICO
HOTEL CLOVIS — Clovis
OKLAHOMA
HOTEL HUBER — Muskogee
HOTEL BELMONT — Okmulgee
HOTEL SAPULPA — Sapulpa
HOTEL ALDRIDGE — Wewoka
TEXAS
STEPHEN F. AUSTIN — Austin
HOTEL SETTLES — Big Spring
HOTEL BROWNWOOD — Brownwood
HOTEL SOUTHERN — Brownwood
HOTEL LAGUNA — Cisco
HOTEL CLIFF TOWERS — Dallas
HOTEL DONNA — Donna
HOTEL CORTEZ — El Paso
HOTEL TEXAS — Fort Worth
HOTEL BUCCANEER — Galveston
HOTEL JEAN LAFITTE — Galveston
CORONADO COURTS — Galveston
MIRAMAR COURT — Galveston
HOTEL CAVALIER — Galveston
HOTEL LUBBOCK — Lubbock
HOTEL FALLS — Marlin
HOTEL GHOLSON — Ranger
HOTEL CACTUS — San Angelo
ANGELES COURTS — San Antonio
VIRGINIA
HOTEL MOUNTAIN LAKE — Mountain Lake

Affiliated NATIONAL *with the* HOTELS

Critical Meeting Is Held on Illinois O. D. Question

(CONTINUED FROM PAGE 34)

O. D. law becomes effective when the new laws are published, which will be some time in May if the schedule of former years applies.

The judiciary committees of the Illinois legislature are now considering house bill 286 and senate bill 146, providing for marked increases in compensation benefits, and house bill 217 and senate bill 154, increasing the occupational disease awards. In a special analysis of these bills, Thomas C. Angerstein of Angerstein, Piggott & Angerstein, Chicago law firm, estimates that it will increase compensation costs 200 percent if they are enacted. The proposal provides for an increase from 50 percent to 66⅔ percent of the weekly earnings with the minimum increased from $7.50 to $8 and maximum $15 to $25.

The proposed amendment sets a flat limit of $5,000 for continuing temporary total incapacity, except in special cases, to replace the present maximum equal to the death benefit payable if the employe dies, varying from $2,500 to $5,500. The exceptions pertain to cases of permanent disability in which compensation would be paid as long as the disability continues without limit as to amount. This would make it impossible to establish the amount of compensation payable. The bills increase benefits all along the line including disfigurement, hernia and specific injuries.

The proposal would increase total disability costs considerably. The present pension arrangement which now ranges from $200 to $660, but payments for life would be increased to $416 to $1,300 annually.

The present one year time limit would be removed so that an employe could reopen the case at any time, even 10 to 20 years afterward.

Another danger point in the measures is that the definition of injuries under section 8, paragraph i (3) is removed, which is an important safeguard against malingering and fraudulent claims.

The Illinois house has passed bill 117 providing that city courts in cities in which any of the party defendants may be found, shall have concurrent jurisdiction in compensation cases with circuit courts in reviewing questions of law or fact of any proceedings before the industrial commission. The measure is now before the senate judiciary committee.

There was some discussion of the idea of increasing rates for the O. D. hazard so as to take care of the accumulated liability at the meeting of company men in Chicago this week. This would be in lieu of a coinsurance arrangement whereby the assured would, in effect, pay his own accrued liability losses.

The Hitchock & Hyer agency at Washington Courthouse, O., has been changed to the **W. B. Hyer Agency.** Mr. Hyer has been sole owner of the agency for a number of years.

Experience on Two Big Lines

(CONTINUED FROM PAGE 35)

	1934	1935	1936
Amer. Auto.	2,029	2,117	1,992
		1,417	1,305
		2,321	2,089
Amer. Employers	910	1,150	1,169
		323	346
		880	983
Amer. Motorists	1,278	1,215	1,209
		401	368
		1,546	1,355
Amer. Reins.	281	480	302
		244	286
		457	623
Amer. Surety	245	370	387
		254	278
		395	353
Bankers Indem.	428	577	596
		367	376
		491	526
Car & General	357	364	358
		248	264
		399	446
Century Indem.	1,226	1,271	1,260
		502	464
		1,030	1,016
Columbia Cas.	64	56	46
		85	81
		72	58
Commercial Cas.	810	896	900
		487	467
		1,041	992
Continental Cas.	1,417	1,470	1,457
		1,061	1,047
		1,481	1,489
Eagle Indemnity	733	657	624
		368	302
		589	445
Employers' Liab.	4,366	5,431	5,435
		1,845	1,919
		4,151	4,617
Employers' Reins.	977	1,184	1,305
		688	535
		1,027	1,146
European Gen. Reins.	456	689	679
		488	524
		558	825
Excess	543	543	543
		554	554
		712	712
Fidel. & Cas.	2,808	2,884	2,812
		1,807	1,785
		2,757	2,866
Fireman's Fd., Ind.	613	576	587
		477	472
		716	685
First Reins.	113	128	117
		79	80
		1	1
Gen'l Accident	2,725	2,748	2,781
		2,344	1,949
		2,924	2,667
General Reins.	164	235	270
		211	239
		280	423
Glens Falls Ind.	899	981	999
		517	455
		1,166	1,105
Globe Ind.	2,930	2,652	2,485
		1,680	1,526
		2,469	2,223
Great Amer. Ind.	1,642	1,350	1,390
		769	706
		1,508	1,481
Hartford Acc.	5,119	5,346	5,253
		3,376	3,076
		5,435	5,007
Home Indem.	363	421	453
		216	209
		545	614
Indem. of N. A.	1,939	1,711	1,585
		1,318	1,144
		2,136	1,762
Keyston Auto Cl. Cas.	426	521	450
		297	247
		543	396
Lond. & Lanc. Indem.	561	557	568
		311	301
		550	532
London Guarantee	876	885	900
		618	589
		971	983
Manufacturers Cas.	299	337	319
		214	209
		377	443
Maryland Cas.	2,281	2,976	2,842
		1,544	1,613
		2,504	2,846
Mass. Bonding	1,694	1,982	2,097
		694	699
		1,895	2,350
Merchants Indem.	118	160	153
		69	84
		134	133
Metropolitan Cas.	846	957	937
		694	635
		1,080	904
National Cas.	88	91	91
		82	91
		86	85
New Amster. Cas.	1,563	2,124	2,183
		856	912
		1,964	2,327
New York Cas.	294	384	395
		158	173
		284	287
Norwich Un. Indem.	400	461	470
		302	313
		195	221
Occidental Ind.	281	321	313
		238	217
		207	202
Ocean Acc.	1,382	1,253	1,201
		1,186	1,052
		1,189	1,039
Phoenix Indem.	554	574	578
		317	285
		583	577
Preferred Acci.	725	763	781
		336	365
		747	791
Protective Indem.	40	23	19
		40	31
		58	46
Royal Indem.	2,665	2,229	2,068
		1,187	1,018
		2,490	2,099
St. Paul-Mer. Indem.	464	439	444
		269	272
		478	447
Standard Accident	1,075	1,331	1,328
		712	736
		1,299	1,384
Standard Sur. & Cas.	388	419	437
		204	197
		458	398
Sun Indem.	784	757	818
		1,125	1,085
		952	735
Travelers	6,508	6,698	6,654
		3,801	3,599
		6,822	6,918
Travelers Indem.	208	226	217
		134	126
		130	126
United States F. & G.	2,901	3,629	3,807
		2,248	2,385
		3,165	3,124
U. S. Casualty	673	734	744
		488	525
		731	688
U. S. Guarantee	606	479	484
		359	345
		626	560
Universal Indem.	135	133	135
		114	122
		107	103
Yorkshire Indem.	343	310	300
		144	118
		188	165
Zurich	2,413	2,015	1,871
		1,537	1,226
		2,674	2,279
Mutuals			
(Amer.) Lumbermen's Mutual Cas.	4,011	4,000	3,945
		1,514	1,454
		4,369	4,151
Amer. Mut. Liab.	1,112	1,184	1,199
		588	540
		1,222	1,293
Auto. Mut. Indem.	54	65	69
		23	24
		163	197
Bakers Mutual	15	48	51
		48	51
		22	45
Butchers Mut. Cas.	2	2	2
		1	1
		3	3
Factory Mut. Liab.	509	374	369
		335	329
		593	632
Hardware Mut. Cas.	1,078	1,000	1,011
		591	612
		1,397	1,421
Interboro Mut. Ind.	192	195	173
		92	105
		171	181
Jamestown Mut.	88	...	...
		61	...
		65	...
Liberty Mutual	3,581	3,507	3,398
		1,335	1,283
		3,735	3,612
Lumber Mut. Cas.	36	...	...
		69	...
		30	...
Merchants Mut. Cas.	759	826	929
		208	196
		520	635
Natl. Grange Mut.	141	184	189
		64	62
		170	164
Security Mut. Cas.	78	144	238
		76	93
		99	165
Utica Mut.	818	894	882
		199	210
		621	644

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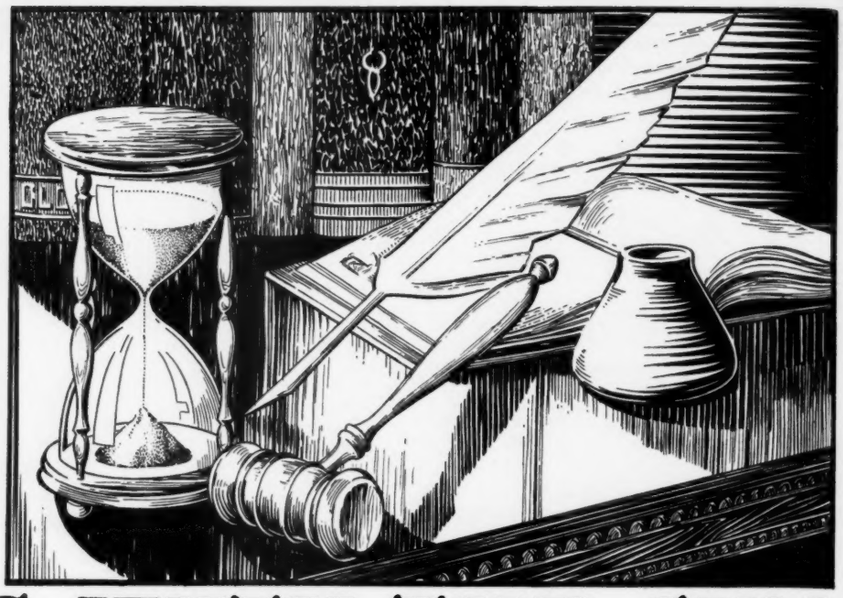

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In the early records of the Sun Fire Office all information and discussion, regardless of kind, was entered in the minute books during the many sessions of the Committee. Each member was allowed a certain sum for meals during the sessions and some members were consistently dilatory in attendance so the following resolution was made:

> "for the future meet at ten o'clock, and each member to forfeit half his allowance who don't come before 11 o'clock, and the whole if he don't come before 12, to be determined by an Hourglass set by the Royal Exchange Clock."

In those times the servants were often reimbursed so they could drink the health of their masters. To take care of this pleasant custom, the following note found its way into the records:

> "The Maid-servant of the House, attending the Committee, and desiring to drink the Compa's Health. Ordered that the Treas'r give her five shillings."

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